

AUGUST 18 1979

# CHEMIST & DRUGGIST

INCORPORATING RETAIL CHEMIST



PHILIPS



**You're face to face  
with the brand leader.**

As brand leader the Philishave electric shaver has more advertising behind it than any other shaver.

Not only are our 45 second spots on TV nationwide but this autumn they'll be seen in the cinema too.

So on the face of it, it might not be a bad idea to take stock now before demand exceeds your present supply.

**Philishave. The close shave that's a positive pleasure.**

Simply years ahead.



**Notional salary  
up by 46 pc:  
but no money  
in the pocket**

**Boots launch  
credit schemes**

**CRM facing  
'formidable  
task'**

**C & D Chemist  
Assistant of  
the Year:  
regional finals**

# NEW FROM BRAN-SLIM



## NEW CHOCOLATE FLAVOUR

- \* Slimmers prefer a taste variety in their slimming aids. So we've extended and improved the range of Bran-Slim.
- \* We now offer a new chocolate flavoured Bran-Slim, in addition to our standard flavour.
- \* Tests have shown this new flavour will be preferred by many slimmers.
- \* Now you can expect even higher Bran-Slim sales.
- \* Make sure you don't miss out on this new selling opportunity and order adequate stocks today.



### SPECIAL INTRODUCTORY OFFER ON NEW CHOCOLATE FLAVOUR

To launch the new Chocolate Flavour we're making a special introductory offer—12 packs for the price of 11 (an 8.3% discount). Available for a limited time from your wholesaler. Our eye catching Deal 36 and 54 display units will attract figure conscious customers as well as the figure conscious retailer with an eye for putting on some extra pounds.



**Thompson Medical Company Ltd.**

Cunard Road, North Acton, London NW10 6PN. Telephone: 01-235 1429.

# CHEMIST & DRUGGIST

Incorporating Retail Chemist

August 18 1979

Vol 212 No. 5182

120th year of publication

ISSN 0009-3033

Editor Ronald Salmon MPS

Assistant Editor Graham Thorne BPharm MPS

Technical Editor Barbara Weston BPharm MPS

Beauty Editor Kim Pearl

Contributing Editor Adrienne de Mont BPharm MPS

Information services Ivan Cotgrove

Advertisement Manager Peter Nicholls JP

Director Arthur Wright FPS DBA

## CONTENTS

- 239 Comment
- 240 Salary rise now but no cash yet
- 241 Boots launch credit schemes
- 241 Concerted effort against farmgate salesmen
- 242 'Formidable task' for CRM
- 243 The Xrayser column—Something at last
- 243 People; deaths
- 245 Counterpoints
- 246 On TV next week
- 251 C&D Chemist Assistant regional finals
- 259 Letters
- 262 RPM abuse hits Harris medical
- 262 Company news; appointments
- 264 Market news; coming events
- 265 Classified advertisements

Published Saturdays by Benn Publications Ltd  
25 New Street Square, London EC4A 3JA. Tel: 01-353 3212

Editorial and Advertisement Offices  
25 New Street Square, London EC4A 3JA. Tel: 01-353 3212  
Telex 27844

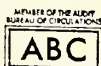
Regional advertisement offices

Midlands 240-244 Stratford Road, Shirley, Solihull,  
West Midlands B90 3AE 021-744 4427  
North east Permanent House, The Headrow, Leeds LS1 8DF.  
0532 452841  
Scottish 74 Drymen Road, Bearsden, Glasgow  
041-942 2315  
North west 491 Chester Road, Old Trafford, Manchester M16 9HF  
061-872 5151  
West country & south Wales 10 Badminton Road, Downend,  
Bristol BS16 6BQ 0272 564827

Subscription Department  
125 High Street, Colliers Wood, London SW19 2JN.  
Tel: 01-542 8575

Subscription  
Home £27.50 per annum. Overseas £33 per annum.  
65p per copy (postage extra)

Benn



Member of the Audit Bureau of  
Circulations

Contents © Benn Publications Ltd 1979.  
All rights reserved. No part of this publication may be reproduced,  
stored in a retrieval system or transmitted in any form or by any means,  
electronic, mechanical, photocopying, recording or otherwise without the  
prior permission of Benn Publications Ltd.

18 August 1979

## COMMENT

### Down to earth

Any pharmacy contractor flying to dizzy heights of elation following the BBC television news announcement of a "big rise" last Thursday, will have been brought back to earth with a resounding thump upon learning the truth of the matter.

The big rise was a £16 million global addition (46 per cent) to contractors' notional salary. What the BBC failed to say (presumably because they did not understand the complexity) was that the £16m would be used to offset an £18m deficit in the Balance Sheet, which would have resulted in a cut in remuneration by next year. Contractors in Northern Ireland and Scotland suffered cuts of about 4p per prescription earlier this year because of a similar overpayment situation.

Of course, the word "overpayment" could be replaced by "underfunding" because contractors will consider that far from pharmacy overspending the allotted money in the Balance Sheet, the previous Government failed to provide sufficient funds to make ends meet—resulting in closures.

Pharmacies badly need an immediate increase in remuneration to halt those closures. The decision that PSNC has to make is how best to distribute the extra money which will be available in the next few months, once the Balance Sheet has been compensated.

Successful negotiations of the property costs reimbursement, which is still being considered, will bring more money, and it is to be hoped the independent panel will recommend a further increase, when the members realise that the new notional salary will not result in improved chemists' remuneration.

One way of passing the money on to contractors would be by an amount per prescription. That however, would continue the averaging system of which so many people complain. Perhaps now is the time for PSNC to look seriously at the introduction of a fairer method of remunerating the smaller pharmacies. The basic practice allowance would be such a way.

There is hopefully a greater significance in the outcome of the negotiations than just an increase in notional salary. In the past, PSNC negotiators have tended to emerge from meetings with Ministers having been told they would be notified of the decision at a later date. This time, the first meeting with Dr Gerard Vaughan as Minister for Health, cash was offered around the table.

It would give their morale a great boost if contractors could accept this offer as a change in government attitude to pharmacy. A decisive and fair Minister will bode well for the health services and the taxpayer.

Equally contractors should not forget the amount of work by PSNC staff in preparing for negotiations. Comparability studies are essential when negotiating and much midnight oil must have been burnt in choosing appropriate comparisons. All in all, praise is deserved on both sides but we must all remember that the closures still continue and will do so until extra cash reaches the contractor's pocket.

### Beyond our control

The various industrial and staffing problems that have beset the Post Office inevitably affect delivery of weekly C&D issues and monthly Price Lists. We wish to assure subscribers that posting of C&D has continued on schedule and that we and our printers do all we can to speed the process by preliminary sorting and bagging by areas. Regrettably, the delays are beyond our control.

# Salary rise now— but no cash yet

The Government has agreed a 46 per cent rise in pharmacy contractors' notional salary although it is to be used to offset overpayments in the Balance Sheet resulting in no immediate cash for chemists.

Details concerning proprietorial lead and living accommodation have yet to be worked out but a notional salary of about £8,500 should result, back-dated to January 1, 1979 with no phasing. Increases in chemists' remuneration should follow in a few months, after the outcome of the negotiations on property costs and any awards recommended by the independent panel assessing remuneration, are known.

The Pharmaceutical Services Negotiating Committee team, Mr David Coleman, deputy chairman, Mr Alan Smith, chief executive, Mr Stephen Axon, secretary, and Mr Michael Brining, financial executive, met the



Smith: Successful negotiations

Minister for Health, Dr Gerard Vaughan, last Thursday, after *C&D* went to press. BBC television news that night announced "big rises" for chemists, showing a prepared film of a Ditchling pharmacy about to close down.

The meeting was the first with Dr Vaughan as Minister, although PSNC has held many discussions with him as Opposition spokesman during the previous Government's life.

In a statement published last week, the panel decided to offer no interim award to contractors pending further deliberations because of the overpayment and significant discounts from wholesalers. However, the panel also recommended that the Department of Health should not seek to reduce present rates of professional fee and on-cost before the panel's first report, expected in the autumn.



Vaughan: Sympathetic to pharmacists

## Smallpox scripts reimbursed

The Department of Health has agreed to reimburse pharmacists where a 10-dose vial of freeze-dried smallpox vaccine has to be supplied on prescription.

Supplies of glycerolated smallpox vaccine are now exhausted, the Pharmaceutical Services Negotiating Committee says, but 10-dose and 25-dose freeze-dried vaccines are available from wholesalers. To claim payment for a 10-dose vial, pharmacists will need to endorse the prescription appropriately.

A low dose pack is expected to become available in the autumn and it will also be available from Vestric.

Because this freeze-dried vaccine retains its potency it should be used with care, in order to avoid any accidental vaccination. Unused reconstituted vaccine should be destroyed by autoclav-

ing or boiling for 5 minutes. Where this is not possible, the opened ampoule should be fully filled by total immersion in sodium hypochlorite solution strong BPC for a minimum of 12 hours.

In view of the long shelf-life of this vaccine, doctors are being asked to consider carefully their requirements and to exercise economy in its use. The Joint Committee on Vaccination and Immunisation has recommended that apart from suspected cases of smallpox and contacts of cases, vaccination is indicated only for certain health service staff designated in Circular CMO(79)3/CNO(79)1 dated March 13, 1979 and for people travelling to countries which still require this as a condition of entry. These travellers should be urged to check directly with the embassies of the countries concerned.

## Pharmacist to face charges

The pharmacist who dispensed a prescription for Nepenthe, which led to the death of four-year-old Nicola Blackman last year, is to appear before the Pharmaceutical Society Statutory Committee. The doctor involved in the case was cleared of serious professional misconduct when he appeared before the General Medical Council disciplinary committee recently (*C&D*, July 14).

A spokesman for the Society said that the pharmacist will be facing allegations of professional misconduct. No date has been given for the hearing.

## Pilkington dispute at deadlock

Both major unions involved in the dispute at Pilkington's, the glass manufacturers, were still planning to go ahead with strike action as *C&D* went to press.

A spokesman for the Association of Scientific, Technical and Managerial Staffs, confirmed their intention to withdraw labour "from key sectors" as from August 15, the withdrawals to last indefinitely. Additionally, the General and Municipal Workers' Union, which staged a one-day strike on August 7, has ordered a further stoppage for August 21.

Pilkington's, who supply Reactolite Rapides, (photochromatic lenses) and other optical lenses, have offered the workers a deal worth 15 per cent and a spokesman for management said so far the company has not renewed its offer. No negotiations are taking place at present with the unions. The spokesman said it was too soon to say how the stoppages would affect supplies.

## Darvon warning

Leaflets advising patients about the danger of taking Darvon (Doloxene) in excess or with alcohol or other drugs are to be distributed in the US by the manufacturers, Eli Lilly & Co. They are distributing leaflets, which will be available from pharmacists when prescription are filled, on a voluntary basis. The US Food and Drug Administration is to ask other companies that supply generic dextropropoxyphene to distribute similar leaflets.

New warnings are also to be given in the information Eli Lilly provides to doctors. They are to be advised to be cautious in choosing patients to receive Darvon and to counsel those that do about the effects of the drug with alcohol.

These moves follow a public hearing and the setting up of an expert committee on dextropropoxyphene abuse last year. The FDA at the time decided that there was insufficient evidence to justify banning the drug or tightening up restrictions.

# Concerted effort against farmgate salesmen

Concern about "farm gate" travelling salesmen and the clandestine trade in farm animal antibiotics and other veterinary products led to a concerted effort last year by the Pharmaceutical Society and the Ministry of Agriculture to curtail this trade.

The Government Chemist was requested by the Ministry of Agriculture to analyse 350 samples of veterinary products seized last year. His brief was to determine whether the products had been diluted, if their dosage met their label claims, if the labels falsely represented products from reputable companies and whether dates or licence numbers had been altered and if products had been entirely wrongly labelled.

Of the 350 samples, 128 were without any label at all. A majority of the samples, 238, contained a wide range of the major antibiotics. These should have been supplied only on prescription for therapeutic purposes and not as feed additives for growth. Most of the tubes of ointment were labelled as containing procaine penicillin whereas an assay could not identify the presence of procaine in many. Steroids were also identified in some of the products.

As a result of these findings, four illicit drugs suppliers have been successfully prosecuted under the Medicines Act and six or seven more prosecutions are pending. A spokesman for the Ministry of Agriculture said that they did not know how extensive this "farm gate"

trade was but it would seem that it would continue as long as farmers were willing to buy. In reply to C&D's question, whether the Ministry had an active education policy for farmers to discourage this trade, he said that there was none but that farmers saw Ministry advisory staff, who were aware of the problem, at least once a month and that the farmers' own vets should advise them.

The agricultural and veterinary pharmacists committee of the Pharmaceutical Society has been fighting hard to get some manufacturers to change their policy of distribution and supply to pharmacies. In a recent news letter it was stated that May & Baker, Willows Francis, Pfizer, Glaxovet, ICI and Crown Chemical Co had agreed to supply pharmacists. Pharmacists who have difficulty in obtaining supplies are asked to contact the committee.

It has been proposed that some products at present on the merchant's list are reclassified as Prescription Only Medicines. The ag and vet committee are to make representations suggesting that if further restrictions are needed, a Pharmacy Only classification is to be preferred to prescription only. This would safeguard distribution and at the same time provide professional control. By suggesting this alternative the committee will be making a case to the Veterinary Products Committee of the Medicines Commission for greater pharmacist involvement.

# Credit card launch by Boots

Boots and the National Westminster Bank are co-operating in two new credit schemes in which customers without bank accounts or bank credit cards will be able to participate.

Boots' credit card scheme, to come into operation on September 3, will require that customers pay a fixed sum each month (between £5 and £20) regardless of the amount of credit used, but they will be able to purchase items up to a total value of 24 times their monthly repayment sum. The interest rate on outstanding balances, will be 1.85 per cent per month.

The scheme is designed to attract a larger section of consumers than is presently covered by other credit cards. Boots believe their customers will take advantage of the scheme to plan and budget their spending in a more structured way than in the past. Application brochures for the cards stress "the simple way to budget and buy," "country-wide shopping credit," and "convenience." The card will be usable in all 1130 Boots and 143 Timothy White branches.

A new personal loan scheme will also come into effect on September 3. Interest will be charged at 12½ per cent per annum, and Boots believe the scheme will appeal for the one-off purchase. It will apply only to purchases of over £65 from large stores.

Subject to satisfactory progress in the initial branches, Boots intend to promote the schemes more widely before the Christmas trading period. Boots and Timothy Whites already take Access and Barclaycard and the new schemes are seen as complementing the range of payment facilities offered to customers.

The schemes are being promoted at Aberdeen, Birmingham, Bradford, Brent Cross and Wood Green, London, Bristol, Cambridge, Chatham, Croydon, Edinburgh, Exeter, Glasgow, Sauchiehall Street and Union Street, Guildford, Hanley, Staffs, Hull, Ilford, Leeds, Leicester, Lincoln, Liverpool, Luton, Manchester, Newcastle, Newport, Gwent, Northampton, Norwich, Nottingham, Reading, Sheffield, Southport, Southampton, Watford and Wolverhampton.

□ The Photographic Dealers Association, representing over 3,000 photographic dealer outlets in the UK, is introducing an instalment credit plan, underwritten through Hodge Finance Ltd.

□ By 1977, 54 per cent of the UK population over 18 were using some type of credit, compared with only 22 per cent in 1969.

This is revealed in a report just published by the Office of Fair Trading based on surveys carried out by NOP Market Research Ltd.



# Drugs review committee faces 'formidable task'

The Committee on Review of Medicines still has to consider some 22,000 products, which it describes as "a formidable task for several years."

According to the Committee's annual report, published last week, the CRM last year made recommendations on drugs contained in about 1,300 products. The Medicines Commission welcomed steps taken in September 1978 to speed up the review by basing it on individual medicines instead of the drugs or active ingredients they contained.

The CRM reports that the review of antidepressants is almost complete, enabling licensing action to start. Under the new procedure any drugs whose safety, efficiency or quality are in doubt can be considered out of turn and this "accelerated review" was applied to barbiturate combination products and sedatives containing bromide salts. The Committee considered these products had no place in the treatment of psychiatric conditions.

The systematic review of psychotropic drugs during 1979 includes antidepressant, combination products, antihistamines and antihistamine combination products, barbiturates, benzodiazepines and anti-psychotic agents. This year the Committee expects to complete its work on analgesic, antirheumatic and immunological agents.

Progress will depend on staff available, the report says, and the Committee is concerned that "attention be given to the recruitment and appointment of appropriately qualified staff."

The publication also includes the annual report of the Department of Health's medicines division, which comments that it could be misleading

to compare the number of products reviewed in 1978 with the 10,000 in 1976 and 3,000 in 1977. The drop in the number of licences between 1975-77 largely represented voluntary withdrawal of commercially insignificant products: "The smaller reduction reported this year suggests that the review of products of commercial significance is beginning and that future reports of numbers reviewed and numbers remaining will be more useful."

The Medicines Commission is pleased that the higher rate of reporting of adverse reactions achieved in 1977 was maintained in 1978. The Committee on Safety of Medicines received 11,873 reports of suspected adverse reactions (11,255 in 1977, 6,490 in 1976), but believes that many reactions still go unreported.

The Medicines Commission is concerned about arrangements for informing patients about their prescribed medicines, and during the year discussed methods of labelling, making and packing, leaflets included with medicines, and the patient's compliance with dosage instructions. An "encouraging" response was received from the deans of medical schools to a letter asking them to remind students and doctors of the need to ensure that patient's understood how to take their medicines correctly. *The Annual Report for 1978 of the Medicines Commission, the Committee on Safety of Medicines, the Veterinary Products Committee, the British Pharmacopoeia Commission, the Committee on the Review of Medicines and the Committee on Dental and Surgical Materials* (House of Commons No 163 (1979), HM Stationery Office, £3.00).

## New drug store opened

Discount for Beauty, the drug store chain, have opened their fortieth branch at King's Lynn, Norfolk.

The new 2,000 sq foot store, which is already operating, specialises in the sale of toiletries and cosmetics at discount prices. Mr Ivan Lester, the company's managing director, says that perfumes are also being sold but not at a discount. Discount for Beauty's policy, Mr Lester added, is to expand in all directions. Up to now, most of the company's branches have been located in the North and Midlands with their most southerly branch at Worcester.

## Aspartame approved in France

G. D. Searle & Co have received approval from the government of the French Republic to market its sweetener aspartame, in the form of beverage sweetening tablets, under the trademark Canderel. It is expected to be available in drug stores in France within the next few months.

"We hope the French action will prompt other nations to accelerate their approval of aspartame," a Searle spokesman said. In the US, the Food and Drug Administration initially approved the marketing of aspartame in 1974. The approval was delayed by the FDA in 1975 pending the validation of certain research data. The validation has been completed and accepted by the FDA.

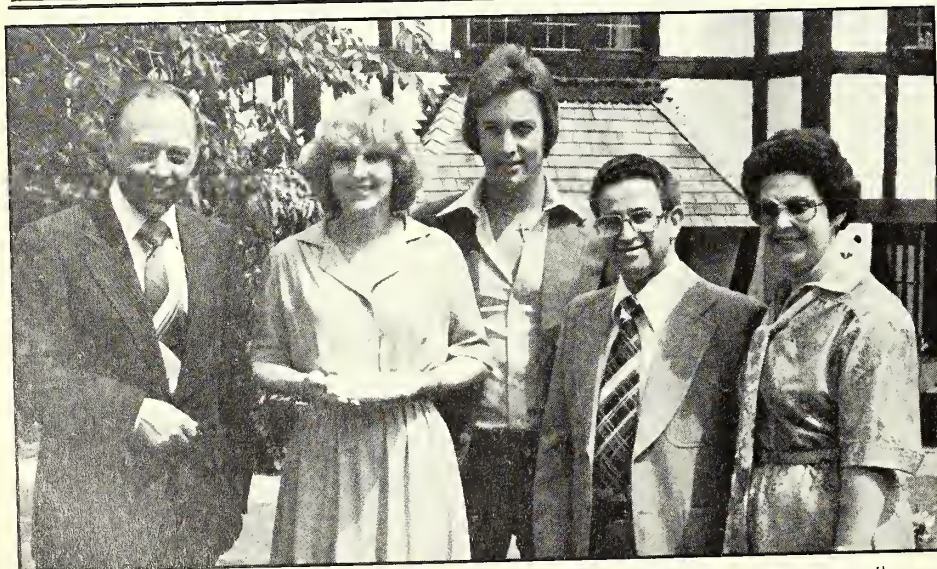
## US may approve injectable contraceptive

The US are to consider approving medroxyprogesterone as an injectable contraceptive. In June 1978 the Food and Drug Administration turned down an application from Upjohn to market Depo-Provera, a contraceptive, but the company then requested a hearing before a Public Board of Inquiry. This has now been granted. The board will consider, among other issues, whether the benefits outweigh the risks, if there is an increased risk of breast or uterine cancer among users and if there is a risk of birth defects to exposed fetuses.

## Ag and vet weekend

The annual weekend meeting of the agricultural and veterinary pharmacists group is to be held on October 6 and 7, at the Queen Hotel, Chester.

Members applications (£22.89 per person, double room; £24.49 single room) should be sent as soon as possible to Mr R. E. Marshall, Pharmaceutical Society, 1 Lambeth High Street, London SE1.



Mr Stuart Greene, MPS, proprietor of Stuart Greene, Holdenhurst Road, Bournemouth, (second right) received £500 in gold sovereigns from Unichem's deputy chairman, Mr Norman Sampson, MPS, (left) at a recent presentation in which the winning consumer of Unichem's "Coin-A-Caption" competition, Miss Ann Steele (second left) of Southampton, also received her first prize of 25 gold sovereigns. Mr Greene was the pharmacist from whom Miss Steele obtained her entry form.



Pictured above is Mr Arthur Cray, a senior account executive at J. Bibby Edible Oils Ltd, with that company's latest find—a case of pre-war Bibby soap. The soap, which is said to be in excellent condition despite being more than 40 years old, was discovered at a farm auction in Staffordshire and consists of 56 1lb tablets of Bibby household soap and six tablets of Araby perfumed bath soap

## TOPICAL REFLECTIONS

by Xrayser

### Something at last

At last we have something. Not an immediate recommendation for a pay rise, but at least a stop on any snatch-back of monies apparently overpaid due to the technicalities of our present contract—a contract which, not surprisingly, has caused the panel considerable difficulties, since there does not appear to be a contract document as such. In their own words “... (We found) inadequate records available of the contract itself. Its terms are dispersed over a number of documents of different kinds and there is no adequate comprehensive statement of the relevant terms and conditions. . . .”

We all knew that. I still remember my surprise when I first became a contractor at not being given a single document laying out exactly what was agreed. However this report, produced to indicate progress, raises hopes that here at last we may be on the way towards a fundamental re-assessment of the contract, for the points made are thoughtful and realistic. The panel says that profits should at least match interest on borrowings.

Currently I am paying 3 per cent above base rate for an overdraft facility, and with a high minimum lending rate I don't see any profit left out of the 16 per cent margin allowed on the contract. I wonder however if the panel is suggesting that if the minimum lending rate should change, our payments should be amended too? It made the point about increased efficiency. I'm not quite certain how one could measure efficiency in a retail pharmacy. Is the panel talking about the number of times stock turns, or the speed at which scripts are dispensed, or the number of patients given advice?

If it is talking of increased stock turn, I have become more efficient . . . but at the cost of an increased number of incomplete scripts, particularly as in my business with comparatively light dispensing we serve patients from about 30 different doctors. With current inflation I haven't enough money to maintain stocks at the level I would like.

And finally, as was inevitable, account is being taken of the discounting of ethicals by wholesalers. A fine mess we've made of that. Because of our greed or, at best, lack of foresight, we have let the aggressive wholesalers corral us into eager mobs tied to a diminishing service (and freedom) in return for a short-term fast buck. I don't really believe any of us really thought it would be allowed, but we just couldn't resist it in the face of cash flow problems. Complex world isn't it?

I am hopeful that when the final report is produced it will recommend a new contract which will provide us with a decent basis for our profession in the NHS. In the meantime let us make sure that our various publicity men ensure that our needs are known to parliamentarians of a Government which should have no doctrinaire reason for wanting to see an end to the rest of the smaller independent retail pharmacies.

### Chemists dominate cosmetics markets

Boots have 34 per cent of the cosmetics and toiletries markets and chemists as a whole have a predominant share of sales according to a survey by Key Note Publications. The survey (£12.25) provides a business summary of the markets and joins other reports such as pharmaceuticals and health foods, under the Key Note banner. The report is available from Key Note Publications Ltd, 22 Danbury Street, London N1 8JU.

### More in Benn's Press Directory

Both volumes of Benn's Press Directory 1979 have been published, extending last year's format to include a wider editorial coverage and a comprehensive revision throughout.

A first contacts guide to teletext and Prestel appears under the title “Electronic publishing” in the UK broadcasting section. Volume 2, containing overseas media, now presents special “area” sections for Africa and the Middle East as well as 191 country sections.

The new edition lists 5,253 UK periodicals, against 4,953 in 1978 (with 355 classifications in the subject index); 1146 newspapers; 803 house journals; 1189 directories etc . . . and 28,500 overseas titles. Both volumes are significantly larger than those of 1978: volume 1 (£20) and 2 (£15) can be ordered as a set at £30 from directories division, Benn Publications Ltd, Union House, Eridge Road, Tunbridge Wells, Kent.

## PEOPLE

**Mr James Mortimer**, has been reappointed chairman of the Council of the Advisory, Conciliation and Arbitration Service.

**Mr Roy Berwick**, representative at Vestric's Preston branch, has won the star prize—a Philips video cassette recorder—in a Kodak competition for pharmaceutical and photographic wholesalers throughout the UK. Out of the 40 prizes offered, 21 were won by Vestric representatives. Mr Berwick has since been appointed key accounts executive of Pharmagen Ltd, a subsidiary of Vestric.

### Deaths

**Watson:** Suddenly on August 3, Mr Daniel Lothian Watson, at the Royal Infirmary, Glasgow.

**Melville:** On August 9, Mr Colin Melville, 7 Norris Road, Sale, Cheshire. He registered in 1936.

**Haslam:** On July 15, Mr Harry Haslam, 34 Crescent Park, Heaton, Norris Bank, Stockport, Cheshire. Mr Haslam owned a business in Hyde.

### News in brief

□ Chemist contractors in England in May dispensed 25,775,882 prescriptions (15,521,919 forms) at a total cost of £62,322,582 representing an average cost of £2.42 per prescription.

# NURDIN & LTD PEACOCK

THE *Cash and Carry* WHOLESALERS

HEAD OFFICE, BUSHEY ROAD, RAYNES PARK, LONDON SW20 0JJ

OFFERS AVAILABLE FROM 20th AUGUST UNTIL 7th SEPT.

## HEALTH~HOME~BEAUTY



PRODUCT	SIZE	COST	R R P	R S P	PROFIT ON RETURN
<b>DETTOL</b>	12 x 250ml	<b>£3.26</b>	<del>49p</del>	40p	21.8%
<b>HAZE AIR FRESHENER</b>	12 x 250ml	<b>£2.84</b>	<del>48p</del>	35p	22.2%
<b>WILKINSON DOUBLE EDGE BLADES</b>	20 x 5's	<b>£5.37</b>	<del>57p</del>	39p	20.8%
<b>CLOSE &amp; EASY</b>	10 x 4's	<b>£1.34</b>	<del>29p</del>	20p	22.9%
<b>DOMESTOS</b> (3p OFF)	12 x family	<b>£4.58</b>	<del>53 1/2p</del>	(inc. 3p off)	17.9%
<b>DOMESTOS</b> (2p OFF)	20 x large	<b>£5.04</b>	<del>35p</del>	(inc. 2p off)	17.2%
<b>NIVEA CREAM</b>	12 x 45grm	<b>£2.55</b>	<del>42p</del>	31p	21.1%
<b>NIVEA LOTION</b>	6 x 125ml	<b>£1.94</b>	<del>63p</del>	48p	22.5%

ALL OUR OFFERS ARE SUBJECT TO AVAILABILITY AND VAT WHERE APPLICABLE.

ALDERSHOT  
Tel: Aldershot (0252)  
26901 - 26144

AVONMOUTH  
Tel: Avonmouth (0272)  
825551/2/3

BARNHAM  
Tel: Yarmouth (0243)  
552628

BRIGHTON  
Tel: Brighton (0273)  
418822 - 414037 -  
414285

CHATHAM  
Tel: Medway (0634)  
41621

CHRISTCHURCH  
Tel: Christchurch (02015)  
0202 - 482071

COLCHESTER  
Tel: Colchester (0206)  
71281

COWES  
Tel: Cowes (0983)  
296511

DAGENHAM  
Tel: 01-592 7639  
595 7487  
593 3501

EASTLEIGH  
Tel: Southampton (0703)  
613127 - 615390

HANWELL  
Tel: 01-579 5297  
579 5298

IPSWICH  
Tel: Ipswich (0473)  
59059 - 54848 - 211077

LOWESTOFT  
Tel: Lowestoft (0502)  
65168 - 63431

NORTHAMPTON  
Tel: Northampton (0604)  
53012

NORWICH  
Tel: Norwich (0603)  
48029 - 410406

NOTTINGHAM  
Tel: Nottingham (0602)  
869078/9 - 869670

PETERBOROUGH  
Tel: Peterborough (0733)  
231841/2

PLYMOUTH  
Tel: Plymouth (0752)  
708111/2/3

PORTSMOUTH  
Tel: Portsmouth (0705)  
63563

RAYNES PARK  
01-946 9111

READING  
Tel: Reading (0734)  
585739 - 585730

SIDCUP  
Tel: Sidcup  
01-302 6237/8/9

SOUTHEND  
Tel: Southend (0702)  
528341/2

STAINES  
Tel: Staines (81)  
52515

WALTHAM ABBEY  
Tel: Lee Valley (9)  
715115 - 716351

WATFORD  
Tel: Watford (92)  
43903 - 38393

We do not compete with our customers—  
we neither own nor control any retail shops.

We neither wish nor intend to serve members of the general public.

# COUNTERPOINTS

## Maws new sterilising and feeding set

Maws have introduced a new Simpla sterilising and feeding set (£6.34) extending their range of products in this area. Jonathan Dick, marketing manager, says, "It is a logical step for us to enter this market as we already supply almost all the equipment needed to bottle-feed a baby. There was also a gap in the independent chemist sector which we believe this set fills."

"The set has several important selling features," continues Mr Dick, "It has a uniquely shaped brown tinted tank with push-on lid and handgrips and it has clearly marked sterilising levels, the lower for two bottles, the higher for three to six, it's compact and comes complete with four polycarbonate bottles, with caps, discs, Maws teats, spatula, bottle brush, Simpla sterilising tablets and sinker."

The carton design follows Maws' newly introduced packaging for their Simpla range, both in using the warmth and cuddliness of a small baby for appeal and also ensuring that all the information required is easily visible on the outside. It is, in addition, specifically designed to



be displayed in any of three positions while still showing all essential information.

Maws are supporting their new product with a £200,000 advertising campaign in women's Press and specialist baby care periodicals. Nearly 1,000 sets have been placed in clinics and maternity hospitals to be used for demonstration purposes. 700,000 leaflets will be distributed through the Bounty baby parcels, and the reader reply services of the baby annuals and magazines. *Ashe Laboratories Ltd, Ashetree Works, Kingston Road, Leatherhead, Surrey KT22 7J2.*

## Polaroid flashes

Representatives from Polaroid (UK) Ltd are at present calling on dealers throughout the country to launch the new Polatronic electronic flashgun designed especially for the model 1000 camera.

The self-quenching, electronic Polatronic 1 (£16.50, trade) is only available at present in a "Combi set" of one model 1000 and one flashgun (£30 trade). Polatronic 2 (£17.50) is available as a separate product but is also being packaged and sold as a "Combi set" for the Polasonic SX-70 (£107.50, trade) and the model 5000 (£52, trade). *Polaroid (UK) Ltd, Ashley Road, St Albans, Herts.*

## Marigold holder

Where do you put wet rubber gloves when you have finished using them? That is a question housewives have been asking for years, believe LRC Products who have now come up with a solution.

A bright yellow plastic glove holder in an attractive marigold flower shape will be enclosed, free, in all Fleur and Suregrip houseglove packs in early autumn. Over two million flashed packs will contain the glove holders which have a self stick pad to attach them to a cupboard or kitchen wall.

To support the consumer offer, LRC will be advertising Marigold on commercial radio for the first time. During September a campaign will be mounted

in London, Birmingham, Manchester, Southampton, South Yorkshire and Glasgow. LRC estimate that the commercial will be heard by 67 per cent of the total radio audience.

Coinciding with the consumer promotion the company is also repackaging its heavyweight glove, Suregrip. It will be available in a card box carrying a photographic illustration. For the first time LRC are incorporating a hand size chart on-pack to enable customers to establish their glove size. *LRC Products Ltd, Sanitas House, Stockwell Green, London SW9 9JJ.*

## Applewood's natural skin care range

A natural skin care range by Applewood is now available in the West Country, London and the Home Counties. Products include avocado moisturising milk (£1.50), coconut and marigold cleansing lotion (£1.50) and yarrow and nettle revitalising shampoo (£1.00).

The company claims that the preparations do not contain perfumes or artificial colourings. The packaging is simple and traditional and multi-product display units are provided free. Give-away promotional leaflets and free testers are provided and the products are advertised nationally in women's magazines. *Applewood Health Products, Unit 1, 2 Exeter Road, Kingsteignton, Devon.*

## Nahema—new from Guerlain

It is four years since Guerlain introduced their last perfume, Parure, but this September sees the launch of Nahema (pronounced N'a'ama)—a fragrance which comes into the recently revived oriental category but which, says the company, is less heavy than some others.

The present perfumer Jean-Paul Guerlain has mixed rose, passion fruit and exotic woods to produce Nahema.

Unlike most Guerlain perfumes which are introduced in France first, Nahema is being launched in Britain, France and Germany simultaneously. It will be avail-



able either as a parfum (in a bottle £14-£57), or an atomiser £15, refill £11) or as a parfum de toilette (bottle £9.50-£24, atomiser £17, refill £12). *Guerlain Ltd, 22 Aintree Road, Perivale, Greenford.*

## PRESCRIPTION SPECIALITIES

### Penotrane strengths

WB Pharmaceuticals say that while re-designing Penotrane pessaries packs to conform with the new WB Pharmaceuticals house style, they have taken the opportunity to rationalise the designation of strength. Penotrane pessaries are now described as 1.5mg or 5mg and the old designation "strong" for the 5mg pessary no longer appears on packaging. Packs for both strengths are now printed in the same colour instead of printing the text in red for the 5mg and blue for the 1.5mg pessary as previously. *WB Pharmaceuticals Ltd, PO Box 23, Bracknell, Berks RG12 4YS.*

# COUNTERPOINTS

## Improved Cream Silk for greasy hair

A new Cream Silk conditioner for greasy hair is being launched by Elida Gibbs. The conditioner is completely oil-free, has a fresh, lemon perfume and, Elida Gibbs claim, conditions better than the greasy variant which it replaces.

In the 12 months following its launch, the new conditioner and the Cream Silk range will be supported by £700,000 on television and in the women's Press. For the period of the conditioner's launch, price-marked packs of Cream Silk will be available at pre-VAT increase prices (standard £0.33, large £0.47, economy £0.73). A counter-standing composite display of price-marked packs with a free leaflet introducing the new product will also be available to chemists.

Elida Gibbs claim the hair conditioner market has grown rapidly and consistently over the past 18 months, showing a 34 per cent value increase and a 25 per cent volume increase in 1978. *Elida Gibbs Ltd, PO. Box 1DY, Portman Square, London W1A 1DY.*

## Academie coverage

Three types of make-up foundation are available from Academie. Coverlight (30ml tube in four shades £3.15), a sheer and lightly tinted product, covercream (35ml tube in seven shades £3.50) for unevenly toned skins and super cover matte (40ml tube in four shades) for women who want to conceal minor flaws. *Distributors: Jica Products Ltd, Dockett Eddy, Chertsey, Surrey.*

## Five G11's

From September the Gillette G11 four blade pack will be replaced by a new G11 five pack. The packaging will remain the same in design and appearance, except that five cartridges will be clearly indicated on the pack. Gillette blades and razors division believe that the five pack will be more in line with consumer demand for the product. *Gillette UK Ltd, Great West Road, Isleworth, Middlesex.*

## Dettol bulk pack goes plastic

A new Dettol 5-litre plastic pack has been introduced by Reckitt and Colman. The smooth, white, opaque PVC pack has the Dettol sword symbol in the familiar green. The new pack is lighter in weight and is therefore less costly to transport. *Reckitt & Colman Products Ltd, pharmaceutical division, Dansom Lane, Hull HU8 8DD.*



## APS bonus

Approved Prescription Services Ltd say that their display outers of APS chewable A, C & D vitamin tablets are on bonus again until October 12. Each outer contains an assortment of three fruit flavours, orange, lemon and blackcurrant, with 25 tubes of 100 tablets in all. The offer is: order two outers (2 x 25 tubes assorted), a bonus of 10 tubes free in flavour of choice; Order four outers, a bonus 30 tubes free in flavour of choice. *Approved Prescription Services, PO Box 15, Whitecliff Road, Cleckheaton, West Yorks BD19 3B2.*

## Biotherm £1 offer

Special £1 sizes of three Biotherm products will be available to consumers from September 1. The products are Lait Corporel, Lait Usage and Hydrocare dry/normal. *Distributed by Parim Ltd, 14 Grosvenor Street, London WC2.*

## Vichy hand cream

Vichy are adding a hand cream to their range of skin care products. The cream (£1.30) contains glycerine and allantoin and, claim Vichy, leaves a thin, non-greasy film of silicone oil on the skin to protect the hands. *Vichy (UK) Ltd, 1 Hay Hill, London W1X 7HR.*



## Sally Hansen nail buffs

Sally Hansen have added a one step nail buffer kit (£1.54) to their range. The kit, which is said to polish, smooth and shine, consists of a high polish nail conditioning cream in a nozzled tube and a natural hide buffer which works with the cream to buff nails and aid circulation to the nail matrix by stimulating blood flow.

The company is also introducing a range of manicure implements (from £1 to £3.75) which will be available for sale from October. *Sally Hansen Ltd, Hook Rise South, Surbiton, Surrey KT6 7LU.*

## Addis troop

Addis have introduced Sergeant Silky shampoo (£0.53) and Sergeant Smoothy tale (£0.59). Taken together with Sergeant Soaky bubble bath (£0.70) this "brigade" is thought by the company to make "super gifts for children". Each comes in a colourful plastic container. *Addis Ltd, Brush Works, Hertford.*

## September Vestric promotions

Vestric promotions for September include: Gillette shaving cream; Kleenex for men; Elnett; Colgate MFP toothpaste; Dr Whites size 1 and 2; Radox liquid; Night Nurse; Johnson's baby powder, Johnson's baby cream, Johnson's baby bath; Sunsilk shampoo; Matey liquid bath. *Vestric Ltd, Chapel Street, Runcorn, Cheshire WA7 5AP.*

## Abbott line

Abbott Laboratories have installed five direct telephone lines to their sales service department order desk, all under Sheerness 67061. *Abbott Laboratories Ltd, Queenborough, Kent.*

## ON TV NEXT WEEK

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

**Alka Seltzer:** All areas

**All Clear:** All areas

**Anadin:** All areas

**Anne French:** E

**Babettes:** All areas

**Farley's rusks:** All except E, CI

**Head & Shoulders:** All except E, CI

**Heinz baby foods:** M, Lc, Y, NE, A

**Orbit:** All areas

**Rennie:** All except E

**Wondra:** Y, NE

# No ordinary battery looks like it or lasts like it.



# Or makes money like it.

More and more people are getting to know that Duracell can last up to six times longer than ordinary batteries.

That's made Duracell the fastest growing battery brand with a 4-fold increase in sales in just three years.

And that's meant big profits for Duracell stockists.

#### MORE PROMOTIONAL SUPPORT

This Autumn, everyone will be looking for Duracell.

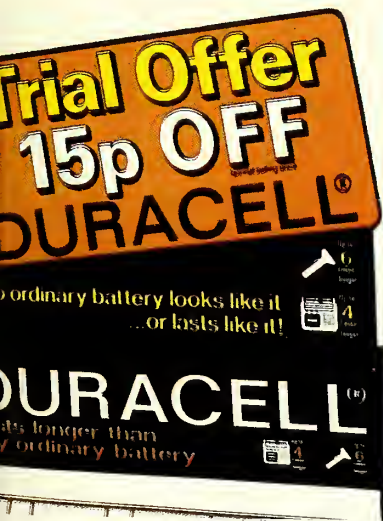
Because we'll be spending more than ever before on

our continuing programme of heavyweight promotional T.V. advertising.

That will mean more sales for you when you feature our latest consumer promotion.

A deep price cut, supported by eye-catching display material.

More reasons than ever why you'll profit from Duracell batteries.



#### RING OR WRITE FOR INFORMATION

If you don't already stock Duracell, then it's time you did.

For more information please write to:-  
Duracell Sales Office, Mallory Batteries Ltd.,  
Duracell House, Gatwick Road, Crawley, Sussex.  
Or ring Crawley (0293) 512021.

## DURACELL®

### No ordinary battery looks like it or lasts like it.



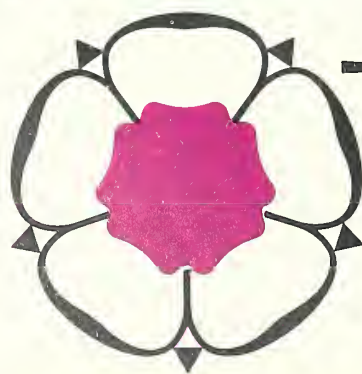
# Tudor's free album means more customers!



A Tudor dealer has an extra special advantage, because with every Tudorcolor film returned to him for developing and printing he gives away a **FREE** 20 page pocket album.

As a result, more and more people are buying Tudor's own brand of quality Tudorcolor film available in 3 popular sizes: 110, 126 and 135.

This promotion has been highly successful, bringing about an impressive increase in film sales and profits for all our dealers.



**Tudor**  
PHOTOGRAPHIC

*What a picture*



## ...and that means more sales across our entire range

We don't just stop at providing one of the finest developing and printing services in the country. Just look at our huge selection of photographic goods...our famous own-brand flash cubes, cameras, albums, frames and cassettes. We can also supply you with an eye-catching purpose-built Photo Bar in which to display all your Tudor merchandise.

And don't forget that we're supporting our dealers with over £300,000 of advertising in 1979.

Your opportunity to make bigger profits with Tudor starts when you send off this coupon to John Ryan or ring 01-450 8066.

- ☐ Please send me full information on Tudor Services and Wholesale lines.  
☐ Please arrange for your representative to call.

Name \_\_\_\_\_ Position \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_

John Ryan, 30-32 Oxgate Lane Factory Estate, London NW2 7HU. Telephone 01-450 8066

# An announcement from the chemists of Vichy to the chemists of Britain.

Vichy introduce their new Dermatological Cleansing Bar.

It offers all the cleansing properties of soap.

But the laboratories of Vichy have made it in such a way that it leaves the body lovingly, glowingly soft without disturbing the skin's natural defences.

This new Cleansing Bar is to be made available only at chemists. For one very good reason.

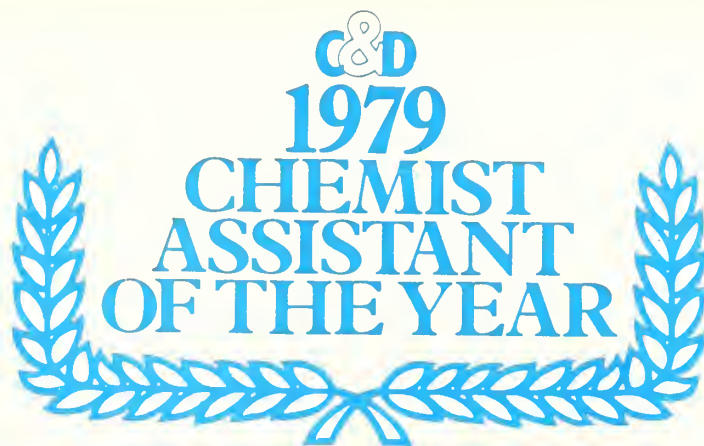
A chemist fully understands what a woman needs for her skin.



 **VICHY** SKINCARE

Dermatological Cleansing Bar. For all skin types,  
especially dry and delicate.

# Who goes on to regional finals?



Over 150 contestants will go through to the regional finals in the *Chemist & Druggist* Chemists Assistant of the Year Competition. They come from Aberdeenshire to Devon, from Kent to Londonderry, and all are in the running for prizes totalling over £4,000.

The competition is sponsored jointly by *Chemist & Druggist* and NPA Products, and winners of the regional heats will go forward to a grand final in London on November 29. Here the top prize will be £1,000, with £500 and £250 for second and third places. Regional finals are being conducted in association with Independent Chemists Marketing Ltd wholesalers and where details have been finalised, their dates, time and venues are given below each group of finalists.

To get this far contestants have had to answer correctly seven questions relating to their work in the pharmacy. The eighth question asked them to explain in not more than 25 words, what in their view constitutes a "satisfied customer". A few of the finalists' answers to this question are printed on the following pages—though inclusion does not signify the writer's special merit, nor will these answers be considered by the judging panels.

**A satisfied customer . . .**  
**Comes back because she**  
**wants to and not because**  
**she has to (North East)**

## Northern Ireland

Mrs Barbara Archbold (Laharna Pharmacy, 136 Main Street, Larne, co Antrim).  
Mrs Leona Connolly (P. J. Kelly, 9 Irish Street, Dungannon, co Armagh).  
Mrs Olive Finlay (V. H. Corrie, The Inns Pharmacy, 77 Saintfield Road, Newtonbreda, Belfast 8).  
Miss Geraldine Frazer (Samuel Dale Ltd, Londonderry).  
Mrs Elizabeth Gourley, T. G. Eakin, 967 Upper Newtownards Road, Dundonald, Belfast 4).  
Mrs Ida Guilfoyle (Boyd's Pharmacy, 90 Ballygomartin Road, Belfast 13).  
Miss Sandra McCaughey (C. Gibson Chemist, 15 Market Street, Limavady, co Londonderry).

Miss Anne Mooney (Frank A. McCaughan, 27 Ann Street, Ballycastle, co Antrim).

Miss Marie Quinn (M. Walsh, 25 Church Street, Warrenpoint, co Down).

Mrs Doreen Smart (Noel Anderson, 15a High Street, Portadown, co Armagh).  
*Regional final details to be announced*

**One who enjoys coming into**  
**your shop (Central Scotland)**  
**Gets proper attention, good**  
**service and good quality at**  
**a keen price (Northern**  
**Ireland)**

## North Scotland

Miss Barbara Angus (J. H. Dawson, 14 Regent Street, Keith, Banffshire).

Miss A. M. McConnachie (J. & D. Murray, 10 Bridge Street, Ballater, Aberdeenshire).

Mrs Lena Mearns (Connell Chemist, 26 Duke Street, Huntly, Aberdeenshire).

Miss Morag Munro (J. Cameron & Sons, 8 Greig Street, Inverness).

Miss Julie Noble (Ogston Chemist, 18 Union Street, Inverness).

Mrs Christina Smith (Wm. Lawson, Skelton Street, Peterhead, Aberdeenshire).

Mrs Isobel Wood (L. J. Duncan, 431 George Street, Aberdeen).

*Regional final at Tree Tops Hotel, Aberdeen, September 19 at 5.30pm.*

## Central Scotland

Miss Annette Brown (Forbes Johnston Ltd, 114 Whitefield Drive, Dundee).

Mrs Alice Cameron (Lorraine Cameron Ltd, 85 Bruntsfield Place, Edinburgh 10).

Mrs P. Cameron (Brindle Chemist, 190 Morrison Street, Edinburgh).

Mrs Anne Curran (Bannerman's Pharmacy, 27 Hecla Square, Glasgow, G15).

Mrs Elizabeth McCall (R. W. McConnell & Son, 27 Mauchline Road, Hurlford, Ayrshire).

Mrs Janet McNaughton (John King, 92 Kirkintilloch Road, Lenzie, Glasgow).

Mrs Ina Stephen (Winslow Chemist, 4 Muirhouse Road, Motherwell).

Mrs Eleanor Willbond (T. J. Docherty, 139 Thurston Road, Glasgow).

Miss Jean White (F. A. Parkinson

(Chemists) Ltd, 7 Moss Street, Paisley, Renfrewshire).

Mrs Valerie Vamvouri (D. W. Richardson, 103 Lochee High Street, Dundee).

*Regional final at Golden Lion Hotel, Stirling, September 18 at 2pm.*

## North-west

Miss Mandy Crompton (J. McManus, Stafford House, Main Street, High Bentham, Lancs.).

Miss Sheila Bibby (B. A. Dray, The Square, Ingleton, Carnforth, Lancs).

Miss V. Bell (T. Ridley & Son (Chemists) Ltd, 9 English Street, Carlisle).

Mrs Susan Earnshaw (J. McManus, Stafford House, Main Street, High Bentham, Lancs).

Mrs Sheila Evans (T. Ridley & Son (Chemists) Ltd, 26 Scotch Street, Carlisle, Cumbria).

Mrs Joyce Francis (Bowmans Chemists (Carlisle) Ltd., 139 Denton Street, Carlisle, Cumbria).

Mrs S. A. Hartley (W. Doherty, 16 Crescent Road, Windermere, Cumbria).

Miss Maureen Hyslop (William Murray (Chemist), 35 Galloway Street, Dumfries).

*Regional final details to be announced.*

**Has confidence in you, finds**  
**you pleasant, patient,**  
**understanding, courteous**  
**and businesslike in all your**  
**dealings (Midlands & East**  
**Wales)**

## North East

Miss Julie Atkinson (S. D. Wilson, 295 Two Ball Lonnnon, Fenham, Newcastle-on-Tyne).

Mrs Jean Auld (Greens Chemist, 149 Chester Road, Sunderland).

Mrs Eileen Bailey (H. L. Lowes & Son, 416 Catcote Road, Hartlepool, Cleveland).

Mrs Ann Blackburn (G. Cordiner, Parkside Place, Bellingham, Hexham, Northumberland).

Mrs Lynn Nixon (Lows Chemist, 33 Front Street, Consett, co Durham).

*Continued on p254*

Proper nourishment is essential for people recovering from illness. Problem is, in the early stages of convalescence especially, people often just can't stomach solid food.

That's why Complan was developed specifically at the request of doctors.

It's a complete, balanced food containing a total of 20 nourishing and essential ingredients. Providing all the

# A recommendation from you just what ordered.

vitamins, protein and minerals a body needs.

One mug can replace a light meal of 250 calories. Two mugs can replace a main meal.

To back up your recommendation, we're conducting Nutritional Forums all over the country for doctors, community and district nurses.

And, we're running a brand new advertising campaign with double page spreads in Radio Times, My Weekly, Woman's

Realm, Woman's Weekly, Woman & Home and Reader's Digest.

It starts in October and runs through to March. Reaching 8 million housewives over and over again.

So professional recommenders and potential customers will be more aware than ever before that when someone in the family can't face food, all they need is a pack of Complan from you.

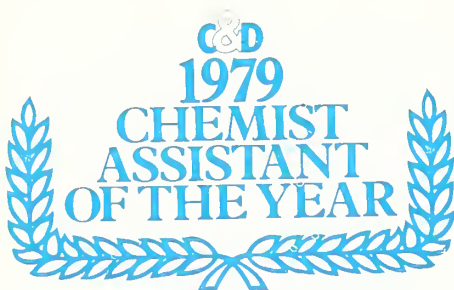
Farley Health Products, Torr Lane, Plymouth PL3 5UA.

Complan is a trade mark.

# Recommendation could be the doctor



Just what the doctor ordered.



*Continued from p251*

Miss Elizabeth Robinson (K. Leak, Blue House Chemist, Belmont, Durham).  
Mrs A. Shaw (Thompson (Chemists) Ltd, 2 Imperial Buildings, Birtley, co Durham).  
Mrs Maisie Stokes (J. G. Dawson Ltd, 191 Laygate Circus, South Shields, Tyne & Wear).  
Mrs A. Teal (Wilsons Chemist, 43 Regent Street, Blyth, Northumberland).  
Mrs Ursula Webb (Raydales Chemist, 24 Boldon Lane, South Shields, Tyne & Wear).

*Regional final at Europa Lodge Hotel, Wallsend, September 26 at 5.30pm.*

### **A satisfied customer . . .**

**Gets exactly what she wants at a reasonable price (South of England)**

### **Lancashire & Merseyside**

Miss Beryl Banks (David Anthony, 240 Longmoor Lane, Liverpool 9).  
Mrs Jane Embrey (N. Youles Ltd, Devonshire Road, Chorley, Lancs).  
Mrs Norah Grindrod (H. W. Foulds Ltd, 102 Barkerhouse Road, Nelson, Lancs).  
Miss Shelley Hancock (A. Crowther Ltd, 135 Cambridge Road, Southport, Merseyside).  
Mrs Dorothy Hargreaves (Hartley's Chemist, 12 Red Lion Street, Burnley, Lancs).  
Mrs Linda Harvey (Ward & Humphreys Ltd, 177 Rose Lane, Liverpool 18, Merseyside).  
Mrs Margaret Holden (Packet Bridge Pharmacy, Bolton-le-Sands, Carnforth, Lancs).  
Miss Janet Jackson (O. Pierce, 73 St. John's Road, Waterloo, Liverpool 22).  
Mrs K. Murphy (Gould's Pharmacies Ltd, 74 Walton Vale, Liverpool 9).  
Miss Greeba Sheard (Peel Street Pharmacy, Arndale Centre, Morecambe, Lancs).  
*Regional final details to be announced.*

### **Greater Manchester**

Mrs Lynn Ferguson (Nu-Pharm Chemists Ltd, Clarendon Street, Hyde, Cheshire).  
Mrs J. Foxley (Brandon Pharmacy, 6 Canute Square, Knutsford, Cheshire).  
Miss Gayner Hibbert (D. H. Tune, 348 Oldham Road, Ashton-under-Lyne).

Mrs A. Houghton (D. Houghton, 137 Ayres Road, Old Trafford, Manchester M16).  
Miss Kay Jenkinson (John Butterworth Chemists, 84 Stockport Road, Ashton-under-Lyne, Lancs).  
Miss B. Kildunne (Bury Pharmacy, Market Place, Bury, Lancs).  
Miss Sabina Prouse (Wise (Chemists) Ltd, 175 Dickenson Road, Longsight, Manchester, M13).  
Miss Sharon Taylor (Geldholme Ltd, 12 Stamford Street, Mossley, Ashton-under-Lyne, Lancs).  
Mrs W. Walker (R. H. Wright, 1 Buckingham Road, Cheadle Hulme, Cheshire).  
Mrs Suzanne Wharton (Hornes Dispensing Chemists Ltd, 3 Clopton Walk, Holme, Manchester, M15).

*Regional final at H. B. Dorling Ltd, 30 Stanley Road, Moss Lane Trading Estate, Whitefield, Manchester, September 12 at 6pm.*

### **West Yorkshire**

Mrs Janet Andrews (Brian Currie, 1 Crag Road, Windhill, Shipley).  
Miss Shirley Bancroft (Westbourne Pharmacy, Salterhebble, Halifax).  
Mrs D. Broughton (Purcell & Hudson Ltd, 18 Highfield Road, Five Lane Ends, Bradford).  
Mrs Barbara Dooling (J. Sullivan Ltd, Fourlane Ends, Bradford).  
Mrs Valerie Hodgson (W. H. Chanter Ltd, 303 Tong Street, Bradford).  
Miss Kathleen Jacques (G. R. Craw, 8 Oxford Street, Guiseley).  
Mrs Shirley Miller (B. R. Hammond, 64 Otley Road, Guiseley).  
Mrs Renee Skinner (Goodall & Butler Ltd, 480 Little Horton Lane, Bradford).  
Miss K. Swailes (W. H. Chanter Ltd, 100 Tong Street, Bradford).  
Miss Valerie Wild (Allan J. Marks (Chemists) Ltd, 49 Kirkgate, Silsden, Keighley).

*Regional final at Victoria Hotel, Bradford, September 27 at 5.30pm.*

**She looked pleased as out she walked  
Mutual had been the gain  
The staff had not just looked—but talked  
She'll be back again!  
(North East)**

### **Yorkshire & Humberside**

Mrs Vera Chapman (M. J. Walker (Chemists) Ltd, 33 High Street, Barton-on-Humber, South Humberside).  
Mrs Veronica Dyer (Norman Brook & Son Ltd, 3 Doctor Lane, Mirfield, Yorks).  
Mrs L. Gomersall (K. Ripley, The Pharmacy, Main Street, Pulford, York).  
Mrs Vivien Spowart (R. Farthing, 36 High Street, Bawtry).

Miss G. Ramsay (G. F. Hird & Son, 187 High Street, Northallerton, North Yorks).  
Miss Janet Rhodes (A. H. Govan, 29a Barnsley Road, Ackworth, Pontefract, West Yorks).  
Mrs Rosalie Robinson (J. Barrit, 37 Chanterlands Avenue, Hull).  
Miss Kim Sidders (G. H. Rock (Chemists) Ltd, 12 Hoyland Road, Hoyland Common, Barnsley, South Yorks).  
Mrs Christine Skelton (Northway Pharmacy, 16 Northway, Scarborough, North Yorks).  
Mrs M. Smith (H. Heaton, 61 Westgate End, Wakefield, Yorks).

*Regional final details to be announced.*

### **North Midland**

Miss Gail Barnes (Town End Pharmacy, 34 Townend, Bolsover, Chesterfield, Derbys).  
Mrs Valerie Bates (Hugh Hitchin Ltd, 71 Derby Road, Long Eaton, Nottingham).  
Miss Susan Craven (Peter Cook, 26 Stenson Road, Cavendish, Derby).

**Is happy with the prompt service, valued advice and friendly atmosphere generated by assistants—and with reasonable prices (London & Home Counties)**

Mrs Nancy Dugham (P. H. Locker, 16 Borough Road, Burton-on-Trent, Staffs).  
Mrs Margaret Harrison (A. W. Rackham Ltd, 14 Winster Mews, Gamesley, Glossop, Derbys).  
Miss Wendy Lee (Gordon Davis (Chemists) Ltd, Forest Road, New Ollerton, Newark, Notts).  
Mrs Penny O'Brien (Jack Britton (Chemists) Ltd, 69 High Street, Long Eaton, Nottingham).  
Mrs Alice Peberday (K. M. Mackenzie, 17 Sunnyside Road, Chilwell, Nottingham).  
Mrs Barbara Smith (Jack Britton (Chemists) Ltd, 69 High Street, Long Eaton, Nottingham).  
Miss Yvonne Wright (P. J. Singleton, 114 Cotmanhay Road, Ilkeston, Derbys).  
*Regional final details to be announced.*

### **Midlands & East Wales**

Mrs W. Banks (M. G. Hardy, 1 Regent Street, Burnham-on-Sea, Somerset).  
Mrs P. Clift (F. L. Born & Son, The Homend, Ledbury, Herefordshire).  
Mrs Hazel Edge (D. M. Hibbard, 938 Walsall Road, Great Barr, Birmingham).  
Miss Sally Locke (Badham Chemist, 102 Whaddon Road, Cheltenham, Gloucs).  
Mrs J. A. Maund (Hughes Chemists (St. Johns) Ltd, 33 Morely Avenue, Churchdown, Gloucester).

*Continued on p257*

18 August 1979

## **Benn business magazines**

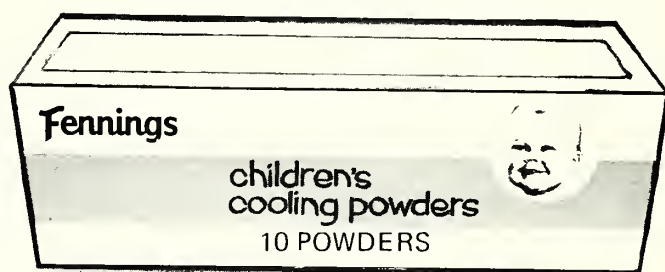
Builders' Merchants Journal  
Cabinet Maker & Retail Furnisher  
Chemist & Druggist  
Education Equipment  
Engineering Distributors Journal  
Fire Protection Review  
Forestry & British Timber  
Gas Marketing  
Gas World  
Gifts  
Hardware Trade Journal  
Horticulture Industry  
Leather  
Leathergoods  
LP Gas Review  
Natural Gas  
Nurseryman & Garden Centre  
Paper  
Primary & Middle School Equipment  
Printing World  
Shipping World & Shipbuilder  
Sports & Recreation Equipment  
Sports Trader  
Timber Trades Journal  
University Equipment  
Woodworking Industry

**Benn** **»»**  
**publishing for business**

Benn Publications Limited  
25 New Street Square, London EC4A 3JA  
Telephone 01-353 3212  
Telex 27844

# **New from Fennings**

## **Improved Formula Childrens Cooling Powders for the relief of teething pains and mild feverish conditions**



Fennings New Cooling Powders now come in boxes of 10 powders (replacing the 5 powders wallet). They conform to the new regulations under the Medicines Act and are available from Fennings direct or through your wholesaler.

# **Fennings**

Fennings Pharmaceuticals  
86 Hurst Road Horsham  
Sussex Telephone Horsham (0403) 3427

# Ring 02214 3611 and fill the Gerber gap.



Now that Gerber are withdrawing from the babyfood market, there's quite a gap to be filled. If you're a stockist making a change from Gerber, why not make a change for the better and start to stock Cow & Gate?

There are over 70 Cow & Gate baby meals, each with its own unique advantages. We have orange juice, too. And the whole range has our full merchandising support.

Help mothers to fill the Gerber gap and you'll be helping yourself to more profits into the bargain.

**Cow  
& Gate**

The Babyfeeding Specialists

# C&D 1979 CHEMIST ASSISTANT OF THE YEAR

Continued from p254

Mrs Rosemary Reid (G. Horton Ltd, 7 Market Place, Cirencester, Gloucs).  
Mrs Hilary Richards (Emrys Evans Ltd, 10 Victoria Square, Aberdare, Mid Glam).  
Mrs M. A. Trueman (Gee Chemist, 1 Curdale Road, Bartley Green, Birmingham, B32).  
Mrs Joyce Walker (Max Barnett Ltd, 221 Station Road, Wythall, Birmingham, B47 6ET).  
Mrs D. Webber (S. Owen, 45 Tweedsmuir Road, Tremorfa, Cardiff).  
*Regional final at Lilley Brook Hotel, Cheltenham, September 6 at 6pm.*

**A satisfied customer . . .**  
Returns time after time,  
despite competition, distance  
or the weather (West  
Yorkshire)

## East Midlands

Mrs Phyllis Berman (Berman (Chemists) Ltd, 14 Allandale Road, Leicester).  
Mrs Pauline Evans (E. L. Midgley (Chemist), 8 Blackbird Road, Leicester).  
Mrs M. Garrett (B. Sparks, 260 Ashcroft Road, Luton, Beds).  
Mrs A. Gibbins (Fortnams Chemists Ltd, 7 Church Street, Lutterworth, Leicester).  
Mr Christopher Johnson (Beirne & Watts), 39 Barrack Road, Northampton).  
Mrs Margaret Matlock (F. E. Norburn Ltd, 3 High Street, Sileby, Leicester).  
Mrs Elaine Miller (Graham Walker, Hall Place, Spalding, Lincs).  
Mrs D. Mody (Jitwins Chemist, 80 Hastings Road, Leicester).  
Mrs Jeanette Moyes (M. J. & C. A. Brench, 15 Mill Lane, Enderby, Leics).  
Mrs Margaret Sharpe (P. A. Janssen, 28 Ampthill Road, Bedford).  
*Regional final details to be announced.*

## East Anglia

Miss Christine Collins (G. Gardiner Ltd, 3 High Street, Ely, Cambs).  
Miss Penny Coventon (P. C. Munt, 100 High Street, Southwold, Suffolk).  
Mrs Corinne Ellwood (Leonard Stearn, 237 Cherry Hinton Road, Cambridge).  
Mrs Karen Gallant (Reads Chemists, 169 Drayton Road, Norwich).  
Mrs Irene Jackson (J. M. Brunt, 1 High Street, Brandon, Suffolk).

Mrs Rosemary Leach (Cross & Herbert Ltd, Market Hill, St. Ives, Cambs).  
Mrs V. I. Terry (J. T. Hope Evans, 5 High Street, Cherry Hinton, Cambridge).  
Miss Patrice Pipe (C. F. Bull, 93 High Street, Hadleigh, Ipswich, Suffolk).  
*Regional final at Grange Hotel, Norwich, October 2 at 6pm.*

## London & Home Counties

Mrs Lilian Clark (Govani (Molend) Ltd), 36 Corbets Tey Road, Upminster, Essex).  
Mrs Shirley Cliff (Seefeld Plaza, 88 Regent Street, London W1).  
Mrs Hilary Cooper (Tillott & Tongue Ltd, 242 Upper Richmond Road, London SW14).  
Mrs Anne Petrie (Brian Coombe, 41 Bradmore Green, Brookmans Park, Hatfield, Herts).  
Mrs E. Phillips (L. C. Lawrence, 2 Birchwood Parade, Woodside Drive, Wilmingtong, Kent).  
Miss Patricia Rayner (The Pharmacy of Morgan, 12 High Street, Halstead, Essex).  
Miss Amanda Reeson (G. Ormay, 188 Bexley Road, Erith, Kent).  
Miss A. Russell (J. R. Stedman Ltd, Swan Pharmacy, West Malling, Kent).  
Mrs Gwen Simons (Irvines Pharmacy Ltd, 19 Pitfield Street, London N1).  
Miss Nita Sharma (Goodall Chemist, 42 Haven Green, London W5).  
*Regional final at Royal Garden Hotel, Kensington, October 4 at 6pm.*

## South West

Miss Florence Back (D. C. Wheaton, 27 Old Exeter Street, Chudleigh, Devon).  
Mrs Shirley Chambers (J. O. Llewelyn, Trinity Square, Axminster, Devon).  
Miss D. Chugg (Neil Ashcroft, 58 Queen Street, Newton Abbot, Devon).  
Mrs Betty Greening (M. T. Foster Ltd, 14 Fore Street, Cullompton, Devon).  
Miss Sally Haines (J. Webster, 74 High Street, Street, Somerset).  
Miss Sheila Cooper (H. E. Purchase (Okehampton) Ltd, 34 Fore Street, Okehampton, Devon).  
Miss L. M. Scholey (A. C. Woods, 5 Broad Street, Modbury, Devon).  
Mrs Wendy Stark (R. Holden, 21 Kingston Road, Taunton, Somerset).  
*Regional final details to be announced.*

**Always feels important and  
welcome, is confident of good  
value, sound advice and a  
generous helping of good  
old-fashioned service  
(Central Scotland)**

## South

Mrs T. R. Cook (G. Morgan Ltd, Woodbridge Road, Guildford, Surrey).  
Mrs E. Folan (May & Thompson, 51 Dartmouth Avenue, Sheerwater, Woking, Surrey).

Mrs Lillian Fullick (R. H. Monk & Co Ltd, The Square, Liphook, Hants).  
Mrs E. A. Gordon (A. C. Hannah, 11 Leigh Road, Eastleigh, Hants).  
Mrs Barbara Hammersley (H. L. Bowen, 53 Donkin Hill, Caversham, Reading, Berks).  
Mrs Sheila Hellyer (G. F. Bevis & Co, Eastgate Pharmacy, Chichester, West Sussex).  
Mrs Shiona Marle (R. A. Parr, 171 Tuckton Road, Southbourne, Bournemouth, Dorset).  
Mrs E. Parnell (P. Gamblin, 147 Rowner Lane, Gosport Hants).  
Mrs D. Spencer (G. L. Howard, 78 Weston Lane, Southampton, Hants).  
Mrs G. Stickler (W. T. Davies, The Green, Stubbington, Fareham, Hants).  
*Regional final at Wessex Hotel, Winchester, September 5 at 2pm.*

The North Wales final has already been held (C&D June 23).

**And summing it all up:—**  
A satisfied customer is a  
regular customer (Central  
Scotland)

**Who will join her  
in London?**



Mrs Margaret Tinsley, North Wales regional winner. She works at E. Margerison & Co, 9 The Parade, Donnington, Telford

**Air conditioned temper.**  
Air conditioned customers stay cool and fresh. So they stay happy and relaxed, and your staff stay friendly and courteous.

**Air conditioned hearing.**  
The air inside an air conditioned shop is constantly being refreshed and circulated, so you don't need to keep doors and windows open. You keep street noise down, and your air conditioned staff can serve your air conditioned customers without raising their voices.

**Air conditioned vision.**  
Air conditioned customers see what you're selling displayed at its best, because an easy-to-fit filter removes the dust and dirt from the High Street. And everything keeps cleaner, too.

**Air conditioned appetite.**  
Air conditioned customers don't see or taste your goods through stale, fuggy air. So food looks fresher, stays fresher, and tastes fresher.

**Air conditioned purse.**  
Air conditioned customers are likely to spend more time in your shop. And more money. And, of course, they're likely to come back for more.

# Are your customers air-conditioned?

Every shop should have air conditioned customers. They're better tempered, better looked after, and most important, better shoppers.

To get them, of course, you need air conditioning. And that's where the Air Conditioning Advisory Bureau comes in. Whatever your business, they can give you details of air conditioning systems tailored to suit every shape and size of building.

You've probably noticed how air conditioning is rapidly gaining popularity. Increasingly, people will be



shopping around for places displaying the air conditioning symbol, especially now that advertisements featuring it are appearing in the national press.

And next year, we'll be giving the campaign even more emphasis.

So get in touch with Bernard Hough at the Air Conditioning Advisory Bureau on **Freefone 2282** – it's a completely free

service – and find out now what air conditioned customers can do for your custom.

**Whatever you sell, sell it with air conditioning.**

## FRESH ELECTRIC

*The Electricity Council, England and Wales*

## Protecting wholesale margins—the dangers

Your second leader on August 4 (p175) refers to the action being taken by the National Association of Pharmaceutical Distributors to protect the traditional wholesale margins essential to its members and suggests that the implications of these actions would lead down a "dangerous road."

I agree with your comment and I am grateful to your publication for the many column inches you have devoted over the past few months pointing out the dangers of the present situation. However, it should be stated that this Association has also played a major role in the attempt to preserve resale price maintenance at wholesale level. First of all by joining with the Association of the British Pharmaceutical Industry, to fight the case in 1970 and since then by pointing out to manufacturers instances where breaches have occurred and encouraging them to try to test the judgment and establish case law as has been done so successfully by the Proprietary Articles Trade Association with regard to retail price maintenance.

It is regrettable that this effort did not achieve the desired result. But, it is also understandable that, with the UK being almost alone in applying RPM to pharmaceuticals at wholesale level, manufacturers, many of whose interests range world wide, were unwilling to take legal action in this country. You can scarcely now blame the NAPD for acting to protect its members.

### Exaggeration?

Next I would like to comment on your one sentence summary of the effect of the breakdown of RPM at wholesale level. Surely it is an exaggeration to suggest that "Wholesalers and retail pharmacies will go to the wall," certainly this has not been the case in other countries where RPM has broken down, and there is no reason to believe the UK would be unique in this respect. Providing the manufacturers do not try to profit by the current situation by reducing wholesalers' margins all round, the main effect on retail pharmacy will be a reduction in the number of wholesalers any one pharmacist will use if he is to profit by the terms offered. The inducements on offer are given in return for prompt payment of accounts and a concentration of business through one or two wholesalers is a reflection of the economies of scale achievable in distribution if the average account value of a wholesaler increases significantly; they are not a simple disbursement of margins to buy business. However, this delicate financial balance could be disturbed if, as was stated above, basic margins are reduced.

Finally I would like to explain the

action the Association is taking with the manufacturers who have seen fit to reduce wholesale margins, namely the Glaxo Group companies and Merck, Sharp & Dohme Ltd. A legal specialist has been appointed to look into the implications of these actions and the pricing policy of the manufacturers generally, in the US and European community, and his researches are continuing. Meetings were held between representatives of the Association and Glaxo senior management some months ago and with Merck Sharp & Dohme representatives in the past two weeks; both of which meetings were unproductive. In the case of the latter, a meeting has been requested with the president of the US parent company to see if the situation can be reconciled without recourse to legal action and the Association is initiating an advertising campaign in the medical journals which is intended to urge practitioners to prescribe drugs by their generic name. In this way, it is hoped that members of the Association will be able to benefit from the higher margins available on these products.

This may be a dangerous road to follow. However, the Association considers it is a less dangerous course than allowing wholesale discounts to be reduced across the board which would produce those wholesale and retail closures which you predicted in your article.

Personally, I hope that the fight that "no one can win" will not take place and common sense will prevail. However, this will require compromise on both sides and, to date, there has been little evidence of this.

**J. E. H. Forster,**  
Chairman NAPD

Mr Forster says the main effect on retail pharmacy will be a reduction in the number of wholesalers used. If discounts given to pharmacies are "clawed back" by government, contractors will be disrupting their cash flow for no material gain and probably at a loss. Surely that could result in many "going to the wall"—Editor.

## Where have all the 'reps' gone?

Poor old Mr Zimmel (p179 People, August 4). Has he not realised yet that as the poorest relation in the Health Service he is not entitled to a call from representatives?

Seriously, we have had this running problem for three years or more: we even have to write to head offices of some of our agencies for reps to call! This problem has resulted in a new section in our stock room being made available for damaged stock, out of date stock, etc—the shelving for this section cost me just under £100!

Now I am no angel, and reps and their companies who arouse my wrath, are given the "truth" when and if we

see them. But surely we are entitled to at least one call a year from literally every company if only to tidy up loose ends such as damaged stock. Thankfully, from the size of my business, reps who call regularly are "looked after" and get good attention—why so many reps appear to miss out on business I just do not know.

We see advertisements such as "bonuses available through our representative"—but where are these representatives? What do they do between business hours? Last but not least, it is noted in our diary how many companies simply do not even reply to inquiries when made—this surely is the absolute in bad business management.

For Mr Zimmel's interest I will list those companies from whom I have had no representative contact in the past six months or more, with whom I could possibly do business if they made the effort and information from whom would be more than appreciated:—Agfa, Bellair (Steiner called recently after gap of a year-and-a-half), Berk (called recently after letter to head office), Bristol Myers, British Chemotheutic Products, Cow & Gate, Croydex (did not reply to my letter), Dista, Elida Gibbs, Golden (L'Oreal), ICI, International Laboratories, Kodak, Mavala, May & Baker, Parim (once in nine months), Riker, Robins, Robinsons of Chesterfield, Rubinstein (Coty once since Christmas), Sandoz, Schering, Schwarzkopf (once since Christmas), Searle, SK&F, Squibb, Tampax, Wyeth.

**Clive Caplan,**  
Yeadon, Leeds

## Signing script forms

Like your contributor to "Open Shop", I too had a note from the FPC asking why I had signed the reverse of the FP10s submitted to me for pricing. I wrote back as he has done explaining about old folks, young mothers, phoned scripts, etc, etc.

Having explained my reasons, I asked if they were suggesting that I might be trying to "fiddle" the system and added that surely the acid test about signatures on the reverse was "Is the reason ticked true?" I asked for *their* comments.

I received their reply by return of post apologising for any suggestion of my "wrong doing" and what is more they thanked me for my co-operation with the patients. Is any further comment necessary?

**L. L. Herbert**  
Averley, Essex

## ICI record?

Is this a record? June 30, Cetavlex cream £0.26½; July 1, £0.53. The price has doubled overnight. What about a special Queen's Award for ICI?

**M. M. Shiers**  
Manchester

The price of Cetavlex cream last rose in February, 1976—Editor.

More Letters on p260

Continued from p259

## Brand v generic prescribing

As a pharmacist carrying responsibility for manufacturing operations in a company which makes generic products and having previously been employed by a research-based pharmaceutical company, I find myself somewhat alarmed by some of the Association of the British Pharmaceutical Industry's comments on generic prescribing (*C&D* July 28, p132). I take issue with the statement: "Prescribing by brand name ensures that the patient will invariably receive the same consistent formulations, whereas generic prescribing can lead to dangerous variations..." Certainly it is important to

control variations in manufacturing method—but let us see how this control is achieved, both in proprietary and generic manufacturing.

Do the research-based companies claim that they never change a manufacturing method? Of course not! Witness the growth in recent years in the use of high speed mixer granulators, to cite but one example.

Do they claim that they have more control over the production of raw materials? Again—certainly not in my experience. How many companies institute clinical trials of their products each time one of those "small variations" is made? Clearly, none do so.

The truth of the matter is that the proprietary medicines suppliers rely on the same procedures as the generics suppliers for maintaining the quality of their goods, that is, physical and chemical testing at all stages of manufacture, coupled with wise buying of raw materials. Control is exercised over such

properties of the raw materials as can be measured, whilst tests such as assay and dissolution rate studies, etc are carried out on intermediates and finished products.

The methods of production may not be standardised but the controls certainly must be—for why else are all pharmaceutical manufacturers visited periodically by HM inspectors from the Department of Health's medicines division?

Having said that I disagree with the ABPI point of view, which it seems reflects badly on the generic industry, I must now state categorically that I am not suggesting that generic prescribing should be the norm. On the contrary, I am totally in sympathy with the aims of the ABPI in wishing to protect the research-based companies. It certainly would stifle innovation and inhibit investment should open prescribing become universal. But surely protection lies in the patent laws?

The ABPI has many members among the generic companies as well as their research-based colleagues. We all want a healthy, innovative pharmaceutical industry able to compete effectively in the world market place but let us not confuse the issue with misleading statements coupling "generic prescribing" with "dangerous variations".

I. C. Selkirk  
West Yorks

*Every month  
for the past eleven years  
more people  
with constipation  
have been using **NYLAX**  
... why **NYLAX**?*



**Because...**

*it is gentle but effective,  
contains several herbs with vitamin B1,  
costs only 37p for 30 tablets,  
and increases its advertising  
every year.  
6 very good reasons.*

*NYLAX sells without effort —*

*when you display, naturally it sells faster*

DIRECT FROM BRITISH CHEMOTHEUTIC PRODUCTS LTD. (makers of Optabs),  
Kemtheutic House, Grant Street, Bradford BD3 9HF. £2.92 per doz.  
Telephone: Bradford (0274) 22005 Or order in singles through your usual wholesaler.

## What's in a name?

Now that the dust seems to have settled on the latest battle royal, this being the use of the term "chemist," I cannot help but look back at the various names the great British public have pinned on me.

The most frequently used is "iz e in". Now when I hear this lament I want to cry out that not only is "iz e in" in but has been in for some time trying to keep the prescription worries at bay and is not at all impressed by this new arrival waving his FP10 all over the shop like an excited demonstrator at a Hyde Park rally. His complaint that he is "double parked" receives the sympathetic reply that he must be in great pain and should we call an ambulance.

We have also been referred to as the "Chemist man" and in this age of sexual equality (which I suspect is a cover for sexual domination) should become "Chemist person."

Then there is the dear old soul who asks to see the "doctor." We are now quite immune to this and are certainly not amused. This patient usually wants a pharmacological run down—a very private-personal seminar on her complaints. The prescription is invariably for Senokot tablets and the whole thing gets me on the run.

At the end of the day we remember it was the Bard who posed the question "What's in a name?" To this I reply "quite a lot" and who the hell wants to be called "Rosie."

S. S. Martin  
Cumbria

# Movement of group practice surgeries

The City and East London Pharmaceutical Committee believes:—

1. That pharmacists have to decide, now, whether to remain second-class professionals, or consistently put forward in the strongest terms, principles and views they strongly believe in, even when classified by some as "only troublemakers". The latter view, however, might be a reliable guide that democratic pharmacists are "on the right tracks".
2. That fullest consultation and participation should be sought for large sections of unorganised patients who are desperately looking for leadership—for example, patients who were registered with a GP essentially due to the convenience and position of (a) the original single-handed surgeries, (b) and/or the group surgeries which the doctors now wish to vacate.

For decades in this area, there was a wide and varied distribution of GP doctors working mostly from single-handed practices. The latter, as in other areas, are in themselves self-limiting in any proposed surgery moves—no doctor could afford to move far from his existing surgery if, nearby, their patients had several choices of doctor.

## 'Closed shop' situation

However, for several years there has been an official trend to discard single-handed GP practices and for health authorities to promote the development of group practices and health centres. Inevitably this leads to a "closed shop" situation, leaving the patients with minimal alternative choice of doctor. Having created centralised group practices, the proposed further movement of whole group practices often leads to serious inconvenience and hardship to patients—and to pharmacists.

There are regulations democratising the proposed closure of hospitals and the siting, etc., of health centres, but unfortunately surgery movements among private group practices have not kept pace in the development of consultation with patients and chemist contractors, all as essential parts of the same team.

It is not a question of some new kind of militancy by patients and pharmacists but a new need in a completely changed set of circumstances. As the leaders of medical care, and as members of a group which strongly believes in independence, doctors themselves should take the lead in recognising the democratic needs of others in the same "team". To ignore this development is to ignore their own leadership of a "team" and only leads to needless confrontation.

FPCs also must be seen to be acting in the best interests of patients and pharmacists as part of that team. A compromise is often the only logical solution and this must include the primary health care given by pharmacists as well as dispensing facilities.



Badedas VIP promotion prizewinner Linda Whitehead, MPS, manageress of J. C. Dewhurst Chemists, Hale Barns (Cheshire), is presented with her Jamaica holiday documents by Beecham Proprietary Medicines regional sales manager Tom King (second left), with area manager Brian Riley (right) and salesman Ron Beilby (left)

To even begin to understand the complexities of the proposed surgery move of a group of four doctors in Newham it is necessary to examine the previous moves of mostly single-handed GP surgeries; these resulted in two surgeries remaining at the Boleyn itself and catering for patients in a wide surrounding area. There were six moves—moves which patients and pharmacists accepted without complaint as being part of the new trend in medical care. However surely there must be some limitations to further movements: the patients themselves have not moved and "new doctors" were not allowed to fill the "void" in the West Ham section, which had lost all three of its surgeries.

The only chemists in the area are also situated at the Boleyn and near to the existing surgeries, so patients can at least visit the doctor and the chemist on the same journey. Three chemists relatively close together may seem too many, yet together they have served this community for something over 200 years. To cross the main roads is a hazardous experience, and each chemist caters for a different geographical section of the community.

In the opinion of the LPC, the only practical site for a single surgery to accommodate this group is at or near their present premises. To move as a single surgery:

(a) Westwards into West Ham would not be particularly convenient to many living in East Ham, but at least those most inconvenienced would have reasonable alternative choices.

(b) Eastwards two-thirds of a mile more into East Ham (as now proposed) to a site already catered for by a ring of ten to twelve doctors. This leads to major difficulties—already acknowledged by the fact that, at the request of the FPC administrator, there is already a local agreement that doctors will not be invited to join health centres whose surgeries are half-a-mile or more distant from the health centre site.

The present proposed move was not

a question of serious advance planning. Members of the FPC were originally given only two to three days' notice when this item officially appeared on the FPC agenda. We are told the Church authorities are financing, "for profit", the building of the four surgeries, they will retain the site and lease the surgeries to this group of doctors. Other doctors, nearer to this large site, have been excluded.

Possible alternative sites in urban areas are scarce and should be planned well in advance, with the involvement of the local council and the AHA. But the group, as is their right, does not wish to practise from an official health centre and had previously turned down such an opportunity in a site in close proximity to their present surgeries.

## A satisfactory result

Comyns Close, Newham, is another example of a group of doctors who also wished to continue practising from their own privately-owned surgeries and extend their attached services.

They modernised their existing surgeries, at the same time asking the local council and AHA to allocate a suitable site near to the existing surgery where the AHA would build premises from which they would give further attached services and primary care. Eventually the site was granted and the premises are now in the process of construction—a result satisfactory to everyone, with minimum inconvenience.

Recently the LPC received a letter from the chief executive, planning, Newham Council, noting that a possible council site could be within their Prugel Street redevelopment area which is less than 500 yards west of the Boleyn (the area which has lost all its three surgeries). It is also close to one of the surgeries which became part of the group surgery. This alternative will be put to the next FPC meeting and finance should not be a problem.

George Baxter  
Ilford, Essex

# COMPANY NEWS

## RPM hits Harris

Philip Harris (Holdings) Ltd, are attributing the disappointing performance of their medical company, which includes pharmaceutical wholesaling, to the continuing abuse of resale price maintenance agreements.

In the company's annual report for the year ended March 31, 1979, in which a successful year for the group as a whole, with profits before tax rising from £702,234 to £1,154,165 is announced, the chairman, Mr N. H. Russell, said the medical company had faced a difficult year. "At a time when distribution costs continued to rise and margins to decline, the company has been prevented from obtaining the substantially larger turnover required to offset these factors. The cause of the failure lies in the nature of the goods which form the principal category in their range, namely ethical proprietaries, which is one of the only two categories of goods still subject to resale price maintenance."

Mr Russell noted that during the year major competitors joined the handful of smaller wholesalers who were already cutting prices of "ethicals," in defiance of agreements with manufacturers. The result had changed what was a minor irritation into a major threat to the company's share of business, Mr Russell said.

## S&N acquire Anchor

The directors of Smith and Nephew Associated Companies Ltd have announced the wholly-owned US subsidiary has acquired the entire issued share capital of Anchor Continental Inc. of Columbia, South Carolina, USA for £7.8 million.

Anchor manufacture and sell pres-

sure sensitive tapes for industrial and consumer use and orthopaedic plaster-of-Paris bandages and their technological expertise, particularly in the area of pressure sensitive tapes, will be advantageous to the group.

In a report to shareholders, Smith and Nephew announce sales of £88.9 million for the 24 weeks ended June 16, 1979. Sales for the corresponding period of 1978 were £84.2m. Pretax profits rose 11.9 per cent to £10m (£8.9m). Following a change in accounting policy exchange losses and gains have been reduced.

## Upjohn record

Upjohn have reported record sales for the second quarter of 1979.

Sales during the quarter ended June 30 were \$383.8 million, the highest in the company's history and an increase of 10.3 per cent over last year's second quarter figures. Sales and earnings for the first six months also set new company records.

Worldwide health care products gained 8 per cent and chemical sales increased by 16 per cent.

But the American company experienced increased economic pressures in its home market in attempts to keep within anti-inflation price guidelines and this constrained sales growth of US pharmaceuticals and animal health products.

## Bayer maintains world position

Despite currency problems putting pressure on sales prices, Bayer World maintained their position in the world chemical market last year.

Sales of DM22,836m were recorded in 1978, a 6.8 per cent increase over the previous year. The figures were boosted by the inclusion for the first time of the company's US subsidiary, Miles Laboratories inc. Without Miles, their worldwide sales increase would have been at

the lower level of 1.4 per cent.

Bayer's large US manufacturing companies, Mobay Chemical Corporation and Cutter Laboratories, Inc were particularly successful, with increased sales of Mobay's consumer items, including Alka-Seltzer, and their diagnostic agents, pharmaceuticals and biologically produced chemicals. North America now accounts for 16 per cent of the company's worldwide sales.

## Bibby half year

Bibby have announced another record first half year's profit of £4,023,000 before tax, compared with £3,719,000 in the corresponding period last year. This was in spite of difficulties caused by the road haulage drivers' strike in January.

The strike did, however, affect the industrial group's performance but the group's trading surplus reduction was offset by an increased surplus by the agricultural group.

## Briefly

**Fujimex** (division of Hanimex (UK) Ltd); The telephone number of Mr A. Toshack, representative for Scotland, Northern Ireland and Tyne & Wear, has changed to 031-336 7770.

Mr Michael E. Fagan, MPS, manager of the John Harley Ltd branch in Harlow town centre, has acquired the goodwill of the business and is trading as **Stone Cross Pharmacy**, 4 Market House, Harlow, Essex.

**Ortho Diagnostics Ltd** have moved to new offices at Denmark House, Denmark Street, High Wycombe, Bucks HP11 2ER, as part of plans to establish themselves as a separate company in the UK.

# APPOINTMENTS

**Roche Products Ltd:** Mr Alex Raisbeck has been appointed marketing manager. He was formerly professional services manager of Boehringer Ingelheim Ltd.

**Kodak Ltd:** Several dealer sales representatives will be changing territories in the near future. Mr Mervyn Berry, at present representative for north west London, will take up a new appointment at the Kodak marketing education centre in September, being replaced by Mr Colin Carey, at present based in East Anglia. Mr Peter Lister, will move from the East Midlands territory, to East Anglia being replaced by newcomer Mr Paul Kitson. Mr Brian Bottomley, formerly representative for west London, Berkshire, Oxfordshire and part of Buckinghamshire, has joined Kodak advertising and promotions department and Mr Steve Purchase will take over the territory. From August 28, Mr John Bolton will be representative with special account responsibilities for central London, west London, Berkshire, Oxfordshire and Buckinghamshire.



Mr P. M. Worling, managing director, Vestric Ltd, cuts the first piece of turf on the site of the company's new £1.6 million head office to be built at Shopping City, Runcorn, Cheshire. Vestric directors and head office staff look on. The new premises, scheduled for completion early in 1981, will comprise 26,000 sq ft of office space in a two-storey building. The 3½ acre site is being leased from Runcorn Development Corporation



# The safe tasty treatment that cats and dogs enjoy!

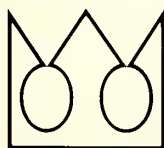
Stock Mebatreat and win customers.

Mebatreat is an original Janssen compound, having Mebendazole as active substance. This synthetic anthelmintic is active against ascarids, hookworms, whipworms and the major tapeworms in dogs and cats.

You can happily recommend Mebatreat to your customers in the certain knowledge that the drug has a very wide safety margin and is well accepted by all animals.

**Happy customers-Happy pets**  
**Happy you with BIG PROFITS**  
**from MEBATREAT!**

**HEAVILY  
 ADVERTISED IN  
 PET PRESS**



Lamberhurst, Kent.

**Crown  
 Chemical**

**ORDER  
 FROM YOUR  
 WHOLESALE  
 NOW!**

or write to  
 Crown Chemical Co Ltd  
 Lamberhurst Kent

# MARKET NEWS

## Forward rates up

London, August 15: A fall in the value of sterling during the week was sufficiently large to cause a number of crude drugs and essential oils in the forward position to rise slightly and others to remain unchanged instead of easing. Among botanicals dearer at origin were Peru and tolu balsams, cascara, dandelion-root, henbane and Dutch valerian.

In the essential oil sector Ceylon citronella moved sharply up in view of China's present inability to supply. Also firmer were cananga, eucalyptus, petitgrain and Brazilian peppermint.

Pharmaceutical chemicals were unchanged on the week. Sulphuric acid production by members of the National Sulphuric Acid Association in the second quarter of the year at 909,831 metric tons (100 per cent H<sub>2</sub>SO<sub>4</sub>) was 10.2 per cent up on the corresponding quarter of 1978. Sales were 7.5 per cent up at 982,224 tons.

## Pharmaceutical chemicals

**Ascorbic acid:** (Per kg) from £5.04 for British material in 25-kg lots down to £4.95 for imported in 1-ton lots.  
**Atropine:** (Per kg in 1-kg lots) Alkaloid £200.50; methonitrate £179; sulphate £169.  
**Benzocaine:** BP in 50-kg lots, £6.08 kg.  
**Bismuth salts:** £ per kg.

	50-kg	250-kg
carbonate	6.72	6.62
salicylate	7.85	—
subgallate	9.70	—
subnitrate	5.40	5.30

**Carotene:** Suspension 10% £33.43; £31.43 in 5-kg lots; 20% £43.43 and £41.43; Crystalline £178.57 kg in 250-kg packs.

**Citric acid:** BP per metric ton single deliveries, granular hydrous £797 anhydrous £857; five-ton contracts £735 and £790 respectively, crystalline £171.17 and £170.17 respectively.

**Clioquinol:** NF XIV 500-kg lots £13.08.  
**Cocaine:** Alkaloid £688 kg; hydrochloride £628.

**Cyanocobalamin:** (Per g) £4.17; £2.30 in 100-g lots.  
**Cyclobarbitone:** Calcium £20.73 kg in 25-kg lots.

**Dexpanthenol:** (Per kg) £11.04 in 5-kg lots.  
**Dextromethorphan:** £164.86 kg.

**Dihydrocodeine bitartrate:** £535 kg in 20-kg lots; Subject to Misuse of Drugs Regulations.

**Ephedrine:** (Per kg) £15 in 500-kg lots; hydrochloride sulphate £18 in 50-kg.

**Ergometrine maleate:** £6.35 in 50-kg lots  
**Ergotamine tartrate:** £4.25 in 50-kg lots.

**Folic acid:** £57.72 kg; £57 kg for 100-kg lots.  
**Isoniazid:** BP 1973 £4.20 kg in 300-kg lots.

**Isorenaline:** Hydrochloride £65, kg; sulphate £60.  
**Nicotinamide:** £4.56 kg in 50-kg lots.

**Nicotinic acid:** £4.51 kg; in 50-kg lots.  
**Pyridoxine:** £27.72; £25.72 kg for 20-kg lots.

**Riboflavin:** (Per kg) £31.43 in 10-kg packs, diphosphate sodium £78.57 in 5-kg.

**Thiamine:** Hydrochloride/mononitrate 1 kg £21.37; 5 kg £20.07; 25 kg £19.37. Imported £16.70 kg (500-kg).

**Tocopherol:** DL alpha 1 kg £19.71; 5 kg £17.71.  
**Tocopheryl acetate:** D alpha, per kg, 1 kg £17, 5 kg £15.75, 20 kg £15; powder 1 kg £16.63, 5 kg £15.38, 25 kg £14.63 in 25-kg pack; 50% absorbate 1 kg £14.06; 5 kg £12.81; 25 kg £12.06; 50% spraydried £14.72; £12.47; £11.72 respectively.

**Vitamin A:** (Per kg) acetate powder type 325 1 kg £15.43; 5 kg £13.43; type 500, 1 kg £19.14; Palmitate oil 1 miu 1 kg £19; 5 kg £17; water-miscible type 100 £6.58 litre; £4.58 litre in 6-litre container.

**Vitamin D2:** Type 850, £53.43 kg.  
**Vitamin E:** See tocopheryl acetate.

## Crude drugs

**Agar:** Spanish/Portuguese £6.50 kg.  
**Aloes:** Cape £1,060 ton spot; £1,050, cif. Curacao nominally £2,240, cif, no spot.

**Balsams:** (kg) Canada: £12.55 on the spot; £12, cif.  
**Copaiba:** £3.05 spot £2.80 cif. Peru: No spot £9.45; cif. Tolu: £6 spot.

**Belladonna:** (kg) cif herb £1.39; leaves £2.11; root no offers.

**Benzoin:** £194 cwt, cif.  
**Buchu:** Leaves £1.40 kg spot; £1.33, cif, nominal.

**Camphor:** Natural powder £5.60 kg spot; £5.25, cif.  
**Cardamoms:** Alleppy green No. 2 £9 kg, cif.

**Cascara:** £1.45 metric ton spot; £995, cif.  
**Cherry bark:** Spot £1,110 metric ton; shipment £990, cif.

**Cinnamon:** Seychelles bark £480 metric ton spot;

£400, cif. Ceylon quills 4 o's £0.56 1/2 lb, featherings £0.16 1/2 lb both, cif.

**Cloves:** Madagascar/Zanzibar £4,160 metric ton spot; £3,750, cif.

**Cochineal:** Tenerife black brilliant spot £17.25 kg, cif. Peru silver grey £14.55 spot; £14.15, cif.

**Dandelion:** Spot £1,950 metric ton spot; £1,750, cif.  
**Ergot:** No offers.

**Gentian root:** £1,840 metric ton spot; £1,765, cif.  
**Ginger:** Cochin £460 metric ton spot shipment £420, cif. Other sources not quoted.

**Henbane:** Niger £1,390 metric ton spot; £1,350, cif.  
**Honey:** (per metric ton in 6-cwt drums ex warehouse). Australian light and medium ambers £695.

**Canadian:** £854; Mexican £695-£700. Argentinian £820 (white).

**Hydrastis:** Spot £29.70 kg; no cif.  
**Ipecacuanha:** (kg) Costa Rican £16 nominal. Matto Grosso £16.10 kg; cif, nominal.

**Jalap:** Spot £2,405 metric ton.  
**Kola nuts:** £455 metric ton spot; £425, cif.

**Lemon peel:** Spot £1,140 metric ton; £1,050, cif.  
**Liquorice root:** Chinese £560 metric ton spot £520, cif. Block juice £1.63-£1.90 kg spot.

**Lobelia:** American nominal. European £1,650, metric ton, cif.  
**Lycopodium:** £4.80 kg spot; no cif.

**Mace:** Grenada unsorted \$2,750 metric ton, fob whole \$3,000.  
**Menthol:** (kg) Brazilian £5.85 spot and cif.

**Chinese:** £6.20 duty paid; £5.50 cif.  
**Nutmeg:** (per metric ton fob) Grenada 80's \$2,950 sound unsorted \$2,650 110's \$2,750, bwb defectives \$1,750.

**Nux Vomica:** No spot or cif.  
**Pepper:** (metric ton) Sarawak black £1,010 spot, \$2,000, cif; white £1,475 spot; \$2,825, cif.

**Pimento:** Jamaica £1,120 metric ton spot; £1,085.  
**Podophyllum:** Root Chinese no spot; £400 metric ton, cif.

**Quillaia:** Spot £995 metric ton; £720, cif.  
**Rhubarb:** Chinese rounds 60 per cent pinky £3.30 kg, spot; £3, cif.

**Saffron:** Mancha superior £740 kg spot; Rio £785.  
**Sarsaparilla:** Jamaica £1,915 metric ton spot; £1,845, cif.

**Seeds:** (metric ton, cif) Anise: China £815 for shipment. Celery: Indian £485. Coriander: Moroccan £210. Cumin: Indian £820. Turkish £760. Fennel: Indian £440. Fenugreek: Moroccan £295; Indian £265.

**Senega:** Canadian £10.05 kg spot; £8.35, cif.  
**Senna:** (kg) Alexandria pods hand-picked from £2 upwards; manufacturing £0.60. Tinnevely f a q leaves £0.46; pods, faq £0.48; hand-picked £0.55.

**Squill:** Italian white nominal.  
**Syrax:** Turkish natural £5.60 kg spot; £5.60, cif, nominal.

**Tonquin beans:** Para £3.45 kg spot £3.05, cif.  
**Turmeric:** Madras finger £650 metric ton spot; £510 cif.

**Valerian:** Dutch £1,895 metric ton spot; £1,820, cif; Indian £1,215 spot; £1,175 cif.

**Witchhazel leaves:** £2.20 kg spot; £1.90, cif; liquid £0.47 kg.

## Essential and expressed oils

**Almond:** Sweet in drum lots £1.35 kg duty paid, both nominal.

**Anise:** (kg) Spot £14.60; shipment £14.10, cif.  
**Bay:** West Indian £11.25 kg spot; £10.50, cif.

**Bergamot:** £48.50 kg nominal.  
**Bois de rose:** Spot £6.25 kg; shipment £6.10, cif.

**Buchu:** South African £125 per kg spot; English distilled £185.  
**Cade:** Spanish £1.60 kg spot nominal.

**Camphor:** White £0.85 kg spot; £0.82, cif.  
**Cananga:** Indonesia £16.60 kg spot; £16.10, cif.

**Cardamom:** English-distilled £270 kg.  
**Cassia:** No spot; shipment £35.20 kg, cif.

**Cedarwood:** Chinese £1.15 kg spot; £1.10, cif.  
**Cinnamon:** Ceylon leaf £2.50 kg spot; £2.35, cif; bark, English-distilled £160.

**Citronella:** Ceylon £3 kg spot; £2.70, cif. Chinese no spot, £3.78 nominal, cif.

**Clove:** Indonesian leaf, £2 kg spot; shipment £1.85, cif. English-distilled bud £40.

**Coriander:** Russian about £20.50 kg.  
**Eucalyptus:** Chinese £1.90 kg spot; £1.75, cif.

**Fennel:** Spanish sweet £10 kg spot.  
**Geranium:** Bourbon £43.50 kg spot; £41.25, cif.

**Ginger:** Chinese £42 kg spot; £40.50, cif. English distilled £95.  
**Lavender spike:** £13.50 kg spot.

**Lemon:** Sicilian best grades about £16 kg in drum lots.  
**Lemongrass:** Cochin £5.10 kg spot; £4.80, cif.

**Lime:** West Indian £12 kg spot.  
**Mandarin:** Spot £25 kg.

**Nutmeg:** East Indian £8.75 kg spot; £8.35, cif. English-distilled £18.  
**Olive:** Spanish £1,340 per metric ton in 200-kg drums ex wharf; Mediterranean origin £1,360.

**Orange:** For shipment. Florida £0.58; Brazilian £0.45, cif.

**Origanum:** Spanish 70 per cent £19 kg.  
**Palmarosa:** Spot £16 kg; £15.40, cif.

**Patchouli:** Indonesia £13 spot and cif.  
**Peppercorn:** From £10 per kg spot.

**Peppermint:** (kg) Arvensis—Brazilian £4.35 spot; £4.25 cif. Chinese £3.20 spot; £3.10, cif. Piperata—American from £12 spot; £11, cif.

**Pepper:** English-distilled ex black £140 kg.  
**Petitgrain:** Paraquay £5 kg spot nominal; £5.25, cif.

**Rosemary:** £4.50 kg spot.  
**Sandalwood:** Mysore £70 kg spot. East Indian £54 spot.

**Sassafras:** Brazilian £2 kg spot; £1.75, cif.  
**Spearmint:** Chinese £10 kg spot and cif. American £10.75, cif.

**Thyme:** Red 55% £16.20 kg spot.  
**Velvet:** Chinese £20 kg spot; £19.80, cif. Java £16.60 spot and cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.



Mrs Peake of Birksby's Chemist, Oldham, has won first prize in the recent "Tune in with Clearasil" trade competition for chemists assistants, held to celebrate Clearasil's ten years of brand leadership. Mrs Peake has worked at Birksby's for over eight years and this is the first competition she has ever entered. She is pictured here being presented with her prize by Bert Wells (left) the area representative for Greater Manchester, and Eddie Hughes, the north west area manager

## COMING EVENTS

### Advance information

**Historical Symposium on Edinburgh's Infirmary.** October 27, George Square lecture theatre, Edinburgh. To commemorate 250th anniversary of foundation of Royal Infirmary and 100th anniversary of Simpson Memorial Maternity Hospital.

**Applications** (£1, Lothian Health Board) to Dr A. H. B. Masson, Department of Anaesthetics, Royal Infirmary, Lauriston Place, Edinburgh.

**11th Pet Product Marketing Exhibition,** September 23-24, West Centre Hotel, Lillie Road, London, SW6. 100 stands showing the latest ideas of British and foreign manufacturers. Further details from the organisers, Pet Product Marketing, Uplands, 151 Pampisford Road, South Croydon, Surrey CR2 6DE.

**Retail Cash Handling in the Eighties.** One day seminar, October 3, Washington Hotel, Curzon Street, London, W.1. Subject—Electronic funds transfer systems. Further details from and applications (£70 plus VAT) to Retail Conferences, 30 London Road, Westerham, Kent.

**International Business Show,** October 23-November 1, National Exhibition Centre, Birmingham. Includes security equipment, accounting machines, safes, stationery, furniture. Organised by the Business Equipment Trade Association. Further details from Hart, Browne & Curtis Ltd, 29 Sackville Street, London W1.

**Courses on Pharmaceutical Quality Assurance and Control,** October 15-17 and **Drug Product Stability and Shelf Life,** October 17-19, Eurocrest Hotel, Amsterdam. Further details from organisers, the Center for Professional Advancement, Postbus 19865, NL1000GW, Amsterdam, Netherlands.

**Conference on Sensitisation Testing and its Relevance to Humans,** September 18, Hofmann-La Roche Conference Centre, Basle, Switzerland. Further details from International Federation of Societies of Cosmetic Chemists, 56 Kingsway, London WC2.

**Fragrance and Flavour Substances International Symposium,** September 24-25, Hotel Americane, New York. Organised by Haarmann & Reimer. Further information from Haarmann & Reimer, Postfach 1253, 3450 Holzminder 1, West Germany.

**International Conference on Drug Absorption,** September 26-28, Edinburgh. Further details from Mr W. Campbell, University of Edinburgh Centre for Industrial Consultancy and Liaison, 16 George Square, Edinburgh.

# Classified Advertisements

Post to Classified Advertisements, Chemist & Druggist, 25 New Street Square, London EC4A 3JA.

Telephone 01-353 3212

Publication date Every Saturday

Headings All advertisements appear under appropriate headings.

Copy date 12 noon Tuesday prior to publication date.

Advertisements should be prepaid.

Circulation ABC July/December 1978. 17,737.

Display/Semi Display £5.00 per single column centimetre, min 25mm. Column width 44mm.

Whole Page £450 (275mm×186mm).

Half Page £250 (135mm×91mm).

Quarter Page £130 (135mm×91mm).

Lineage minimum charge £5.00 for 20 words, 25p per word extra.

Box Numbers £0.60 extra.

Series Discounts 5% on 3 insertions or over. 10% on 7 insertions or over. 15% on 13 insertions or over.

## STOCKS FOR SALE

### WINE MAKING AND BEER MAKING SUPPLIES AND EQUIPMENT

#### WEST COUNTRY WINES

- ★ Exclusive brands for chemists
- ★ Weekly or two weekly van delivery service where possible
- ★ All items pre-priced
- ★ Discount scheme for customers
- ★ Free merchandizing service for new stockists
- ★ Wide range of nationally advertised products and own brand items

We welcome inquiries from any part of the U.K.

Write now to  
WEST COUNTRY WINES ORDER OFFICE  
THE WINERY MONMOUTH STREET  
BRIDGWATER, SOMERSET  
OR TELEPHONE BRIDGWATER 57968/9

## CHRISTMAS 1979

BAGS, WRAPPING PAPERS, PURSE CALENDARS, CREPE PAPER, CARRIERS, GIFT TAGS, GIFT LABELS, DIARIES, ETC.

Available as usual from:

**JAMES TOWNSEND & SONS LTD.**

P.O. BOX 12 WESTERN WAY, EXETER EX1 2AB

Write or phone Exeter 79731 for Christmas list

Orders accepted now for delivery when required

"FASHION JEWELLERY"  
Jodez (Manchester) Ltd.,  
34 Shudehill, Manchester M4 1EY  
Tel: 061-832 6564

Largest and most exclusive range of direct and imported continental jewellery.

**SINGLE EDGE BLADES.** 20 packets of 5 £3.25 inclusive. Cartons of 100 £3.25 inclusive. Immediate delivery. Cheque with order please. Rolanworth 1-3 Greys Road, Henley-on-Thames, Oxon.

**JEWELLERY.** Sterling silver and 9ct gold. A wide range of ear-rings, rings, bracelets, chains etc, brought to your door at best cash prices. Write Lloyd Cole, 37 College Avenue, Maidenhead.

**ONE-SIZE TIGHTS** from £2.15 doz. plus VAT. Min. order 6 doz. overall CWO. Carriage free. Full range Price List. E & R Kaye, 3 South Place, London EC2.

**OLD AND ANTIQUE ARCHITECTURAL ITEMS.** Interior and exterior fittings and fixtures. Shop fronts, display cases, counters, panelling, leaded glass windows, doors, ceilings and ironwork. Herbert Sutcliffe, Ing Hey, Briercliffe, Burnley, Lancs. Tel. Burnley (0282) 31239 or 24225.

**PHARMACEUTICAL ANTIQUES.** Drug runs, shop interiors, bottles, etc., urgently wanted. Kindly contact Robin Wheeler Antiques, Parklands Park Road, Ashted, Surrey. Telephone: Ashted 72319. Buyer collects.

## BUSINESSES FOR SALE

X5—LANCASHIRE—drug store, should do well as pharmacy, cash turnover exceeds £30,000, good shopping site. Property, to be let. Living accommodation with 2 bedrooms available. Price: goodwill and fixtures £4,000. Stock approximately £6,000.

X1—WALES—high street shop and property for sale, turnover exceeds quarter of a million pounds per year. Unusually extensive property gives great scope for development. Well balanced, straightforward business. Price, including freehold property, £155,000 + SAV approx. £20,000.

X4—EAST COAST—pharmacy with profitable sub-post-mastership, premises held on long lease at £675 p.a. Shop turnover £60,000, including proceeds of 1,500 scripts per month. Post office salary in addition gives owner-manager approx. £16,000 p.a. income. Easily run. Price £12,000 + stock approx. £8,000.

X2—NORTH COUNTRY beauty spot—retirement vacancy, turnover approximately £40,000, freehold property with spacious living accommodation for sale at £18,000. Stock approximately £4,500. Suit semi retirement.

Selling your business? The demand for pharmacy businesses of a substantial nature still remain excellent. Our long experience and skill is at the disposal of pharmacists anywhere in the U.K. thinking of selling their business, either now or in the near future and our representatives would be delighted to call and see pharmacists who would like to consult us.

Our two senior partners who specialise in the business transfer side of the business have each well over 25 years experience in this field.

We would emphasise that we act for vendors only and have no commitments or obligations to any purchaser or group of purchasers so that the owner of a pharmacy business who consults us can rely on our exclusive concern for his interest.



**Ernest J. George & CO**

GARDALE HOUSE, 122 GATLEY ROAD, GATLEY, CHEADLE, CHESHIRE SK8 4AT Tel: 061-428 6718/9

LONDON C. T/O at 7,800 price £32,500.

LONDON N T/O 65,000 price £12,000

SUSSEX T/O 170,000 price £65,000

LONDON S/W T/O 150,000 price £70,000

LONDON S.E. T/O 130,000 price £51,500.

John Goldman,  
358 Strand,  
London WC2.  
Tel: 01-486 5148.

## Classified Headings

**Situations Vacant  
Hospital Appointments  
Trade Services  
Business Opportunities  
Wanted  
For Sale**

Chemist & Druggist gets results. Put it to the test by posting us your next advertisement or by telephoning us on: 01-353 3212 Extension 116.

**CHEMIST & DRUGGIST**  
gets results. Put it to the test by posting us your next advertisement or by telephoning us on:

01-353 3212 Extension 116.

## WANTED

**A. & H. OTTER LTD.**  
(established 1920)

Largest cash stock buyers in the trade for manufacturers' clearing lines, and retailers' stocks.

8 Northburgh Street, London EC1V 0BA. Tel: 01-253 1184/5. Telegrams: "Salvall", London, E.C.1.

## APPOINTMENTS

# Trade Representatives

## Evans Medical Limited

Evans Medical Limited, renowned for the quality of its products for over 150 years, is moving into a new dynamic phase, selling high quality galenicals and generic tablets to retail and wholesale chemists.

To develop this new operation, we are looking for a small nucleus of representatives on which to build a new sales force.

Candidates, preferably experienced in selling to chemists, should be capable of using their own initiative to meet this exciting new challenge.

Salary scales offer considerable scope for advancement. A company car is provided which is also available for private use, together with expenses and a commission based on sales.

Where relocation is necessary, the company will assist with expenses, where appropriate. All staff participate in the incentive bonus scheme, which is based on profitability.

Please write to or telephone for an application form, quoting ref: AK/54, to the Senior Personnel Officer (JSP), Evans Medical Limited, Speke Boulevard, Speke, Liverpool L24 9JD. Tel: 051 486 1881.

# Glaxo

South Coast Pharmaceutical Wholesaler  
requires

### ENERGETIC REPRESENTATIVE

to strengthen its sales force.

Please write in the first instance giving personal and career details to:

Box No. 2647.

## BUSINESS OPPORTUNITIES

### National Distributor Required

We are a well known company in our field and require a national sales distributor to market our notable range of well established domestic insecticides and rodenticides to the chemist and allied trades.

Our products are a significant major brand but, nevertheless, considerable potential still exists. We are, therefore, seeking a suitable company with capacity to adequately handle the sales and distribution of the products and to preferably have some experience or desire to become involved in the pesticide field.

All enquiries will be handled in the strictest confidence.

PLEASE REPLY TO BOX NO 2651

#### CHEMIST & DRUGGIST

gets results? Put it to the test by  
posting us your next advertisement  
or by telephoning us on.

01-353 3212 Extension 116.

## AGENTS

### Company requires AGENTS

for all parts of British Isles for an entirely new concept to the U.K., formulated to relieve rheumatic and muscular pain. Only agents calling on chemists, drug and department stores need apply.

Tel: (0484) 712263

## SHOPFITTING

### interplan system 80 plus.

Modular units with complete shopfitting services. NPU-NPA recommended (for 15 years).

Coloured brochure from:  
Olney Brothers Ltd.,  
Northbridge Road, Berkhamsted,  
Herts. HP4 1EG. Tel: 5417/9

### SHOPKIT

The world's first D.I.Y. shopfitting system can save you as much as £1,500 on an average refit. Illustrated leaflets sent by return of post.

SHOPKIT,  
50 Ivatt Way,  
Peterborough PE3 7PN,  
or telephone  
Peterborough 0733 265263  
(24-hour cheap service)

### LONDON AREA SALES (Other territories considered)

### DISTRIBUTION TO RETAIL CHEMISTS AND DEPT. STORES

required by well established company with excellent seasonal lines. Sell-in times late Autumn/Winter/Early Spring. Must be active, reputable and well introduced, with effective sales force for quality merchandise.

Please send details to  
Marketing Director  
Box No. 2652.

**SUPER SHELVING SYSTEM WILL INCREASE YOUR TOILETRY SALES BY HUNDREDS of pounds.** Send for colour illustration or ask us to call for instant quote. Glass display counters with lighting, island sites and show-cases. Early delivery direct from makers. **THIRSK SHOPFITTINGS**, 741-743 Garret Lane, London SW17 0PD. Tel: 01-946 2291.

**Please mention  
C & D when replying  
to advertisements**

SOUTHERN DISTRICT  
of the  
HIGHLAND HEALTH BOARD

### PHARMACY TECHNICIAN

Applications are invited from Pharmacy Technicians for duties mainly at Raigmore Hospital, Inverness. Duties will involve working in all sections. A Ward Pharmacy system is in operation and a new department for the production of sterile topicals is at an advanced planning stage. Salary scale is £2,691 rising by six annual increments to £3,411 (max.). Accommodation may be available.

**Applications in writing stating age, qualifications and experience and the names and addresses of two referees to the District Personnel Officer, 14 Ardross Street, Inverness IV3 5NT.**

### SHEPHERDS BUSH

Pharmacy requires Superintendent Pharmacist. Salary £7,000 per annum plus commission and other benefits.

Please telephone Managing Director, 01-749 0037.



# LYNTON

LYNTON CASH & CARRY (Wholesale) LTD.

Lynton House 304 Bensham Lane Thornton Heath Surrey CR4 7YR

Telephone 01-689 6934/5

We offer you the finest range of Toiletries, Chemist Sundries and Household Products in our New Premises of 54,000 square feet with ample car parking.

*Our prices are very competitive throughout the product range and we request you to visit us.*

## DEEP

## CUT

## LINES

PRODUCT	OUR PRICE	C&D	PRODUCT	OUR PRICE	C&D
CLEARASIL LOTION 150ML	£ 6 60 Doz	£ 8 30	RightGuard Deod Double Prot 30g	£ 4.80 Doz	£ 6.31
CLEARASIL CREAM 30 Gms	£ 6 60 Doz	£ 8 30	WINDOLINE LARGE	£ 3.30 Doz	
DOLGATE Extra Large	£ 3 20 Doz	£ 5 86	Johnson's Baby Powder 24 227 gms	£ 7.70 2Doz	£11.06
COLGATE STANDARD	£ 1 50 Doz	£ 2 84	" Lotion 205cc 12	£ 5.10 Doz	£ 7.24
CAMAY SOAP BATH SIZE	£ 1 40 Doz		BIC Razors 50's x 4	£ 5.20 PER BOX	£ 7.55
BLANDINA Toddler Nappy & Pant In One	£12 35 Doz	£14 40	VICKS SINEX 20ML	£ 5.30 Doz	£ 6.11
BLANDINA OVERNIGHT	£11.75 Doz	£13 56	NICE AND EASY 3's	£ 2.00 PACK OF 3	£ 2.54
PANTY PADS Regular 2 Doz	£ 5 50 2 Doz	£ 6 64	SUNSILK Hair Spray Std.	£ 3 05 Doz	£ 4.19
VOSENE 160cc LARGE	£ 3 98 Doz	£ 5 78	SLENDER x 9's	£ 4.88 9's	£ 5.71
ORDER ONE PACK EACH	£52 88	£65.68	ORDER ONE PACK EACH	£41.33	£50.71
SAVE 28 51%			SAVE 32.37%		

MONDAY — FRIDAY 9 — 5.30 P.M. AND SUNDAY 9 — 1 P.M.

TEL: OFFICE 689-6934 ORDERS 689-6936

*Subject to availability & VAT.*

*Offer ends 31-8-79*

## "Eesiness"

### SURGICAL ELASTIC HOSIERY BELTS — TRUSSES

- TWO-WAY STRETCH ELASTIC YARN
- FLATBED KNIT & CIRCULAR KNIT
- NYLON LIGHTWEIGHT STOCKINGS
- NYFINE LIGHTWEIGHT TIGHTS
- SEAMLESS ONE-WAY STRETCH
- NYLON NET

Stock Sizes or Made-to-Measure

Obtainable direct or through your wholesaler. Write for literature.

Stock Belts (Abdominal and Spinal) - Elastic Band Trusses - Jock Straps  
Suspensory Bandages - Athletic Slips - Stockinette Bandages

E. SALLIS LTD. vernon Works, Basford, Nottingham  
Phone: 77841-2 Grams: Eesiness

## Ruby Puppy Wormer

### They lap it up!

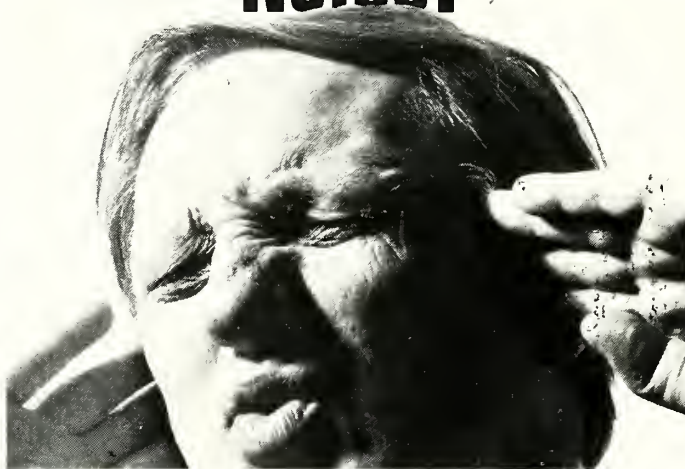
Ruby Puppy Wormer is the fast effective treatment against Roundworm. And because it's a palatable liquid, it can easily be administered by mixing with feed or given direct from a spoon.

And after worming, bring back that sparkle by "picking-em-up" with Ruby Veterinary Yeast Tablets.

Brian G. Spencer Limited,  
Station Road,  
Shenstone, Lichfield,  
Staffs.



## Noise!



Sound is arguably the 20th century's greatest pollutant. Industrial noise, traffic, aeroplanes and loud discos represent only a few of the irritants—they range from snoring to the Concorde. Loss of concentration, irritability and even nerve damage can be the result.

If the sound problem is complex the answer is simple—Decidamp ear plugs. Decidamp is the new simple way to dampen noise pollution. Soft, safe and pliable, Decidamp fits every ear to create a comfortable and economical sound barrier.

## DECIDAMP® — the new sound barrier

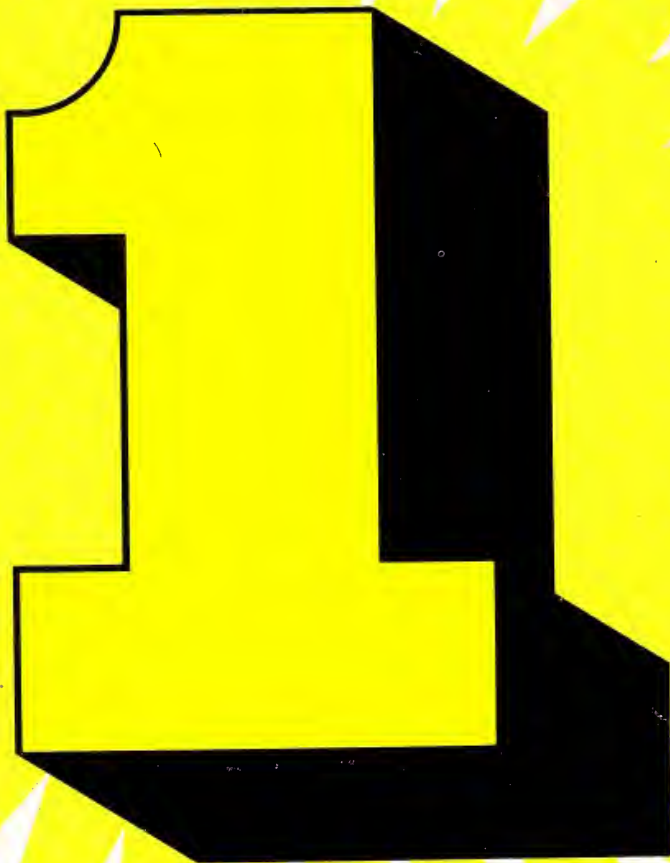
Chapman & Smith Ltd.  
Safir Works, East Hoathly,  
Nr. Lewes, E. Sussex.  
Telephone 082 584 323.

Another



Product

**THE NUMBER**



**CHOICE THIS AUTUMN...**  
**STREPSILS**  
**THROAT LOZENGES**

**A**  
**FREE**  
**PACK WITH**  
**EVERY TWELVE**

**DOUBLE**  
**BONUS**  
**LINKED TO DISPLAY**  
**WHEN ORDERED**  
**THROUGH**  
**YOUR STREPSILS**  
**REPRESENTATIVE**

**ORDER THROUGH**  
**YOUR WHOLESALER OR STREPSILS REPRESENTATIVE NOW**